

Ventilux Lights Up European Capital of Culture with 100,000th Order

Ventilux Limited, which designs and manufactures an extensive range of Emergency Lighting, Emergency Lighting Testing Systems, and Fire Alarms & Fire Detection Equipment, is celebrating this summer (2008) with the 100,000th purchase order processed through its Macola MRP system. The company is delighted to report the Emergency Lighting Testing Systems are destined for the prestigious Paradise Project redevelopment in the centre of Liverpool.

The Paradise Project, a regeneration of 42 acres in the heart of the city, started in 1999 and will be completed during 2008 while Liverpool is the European Capital of Culture. The Ventilux systems were specified for the Paradise Street development by Crown House Technology, part of the principal contractors Laing O'Rourke.

Ventilux and Macola - A Perfect Match

Ventilux has its headquarters in Dun Laoghaire, south of Dublin, and a UK distribution base in Kirby, Merseyside. In 1995, with local and UK competition growing, Ventilux decided to replace its paper-based processes with a state-of-the-art MRP system. Analysing their paper records was a slow and laborious procedure, which couldn't meet the company's need for timely information.

The project to select an MRP system was run by Ventilux's Financial Controller, and requirements were assembled from the eight departments



which would be using the new system. Macola was chosen because it provided the most cost effective solution to all the needs of the company. Lynq Ltd, as the sole distributor and reseller of Exact Macola products in the UK and Europe, was commissioned to implement the system, and provide training and support for the Ventilux staff during the change over.

Working with Lynq

The implementation and training were crucial to the project's success. Lynq demonstrated its expertise and skills, getting Macola running and in full error-free operation within six weeks. Lynq's on-site presence included MD Peter Hayes - Peter's accountancy background ensured Ventilux's Financial Controller got a system which fully met his specification. Throughout, Lynq demonstrated it was fully committed to a successful Macola implementation for Ventilux.

Lynq's support of the Macola system has continued to be first rate, both with day-to-day support issues, and with upgrades and enhancements. Ventilux users report the Lynq

helpdesk is easily accessible, and always responds promptly with help and information.

Ventilux has not looked back since 1995. Using Macola and supported by Lynq, the company has been able to grow, with decisions based on sound, accurate, and timely management information.

Macola Delivers

The Macola system has delivered a wide range of benefits for Ventilux, the first being a dramatic reduction in paperwork. Less expected but no less significant, has been the effect on the working relationships throughout Ventilux - the joint use of Macola has brought departments closer to the point where, 13 years on, they are working seamlessly together.

Ventilux's Business Manager Ian Walsh, says for him the key benefits are, "... being able to analyse the reports available through Macola and Crystal (Reports), so we can manage our costs and sales prices to maximise our turnover. We can see where we're losing or picking up margin, where we need to concentrate on making savings. We can look at what markets we're selling into and the differences between them."

On the subject of company expansion, Ian says, "As we



increased products and the numbers of components we were using, Macola allowed easy access to all that information while our business was growing. With a paper-trail, that would have been a lot more difficult".

So for Ventilux, the profound change and benefit has been reliable and timely management information, enabling the company to compete effectively at home and abroad.

A Bright and Expanding Future

It has taken Ventilux only 13 years to notch up 100,000 purchase orders processed by Macola, and the growth of the company means orders have reached the 10,000 a year level. Ian Walsh is confident their Macola system will grow with the company, and has his eye on an upgrade to Exact Macola ES in the future.

He will, of course, be inviting Lynq to provide the upgrade when the time comes.

