

Case Studies

Elliott

“ A Classic Distribution Business, Efficient and Effective ! ”



Customer Profile

Established over 50 years ago, Elliott are one of the UK's best known importers of housewares, hardware and cleaning materials. Operating from its large warehouse and office complex in Suffolk, and close to the main container port of Felixstowe, the company prides itself on keen prices and excellent stock availability, making them the number one choice for multiple retailers, wholesalers and export customers worldwide.

Carrying an extensive product range, Elliott pride themselves on always carrying 90% of listed products. They can despatch to anywhere in the world. Elliott have a number of in-house packaging facilities, and can produce packaging in their customers own brand styles.

Key Achievements

- **Landed Costs** features have led to decreased operational expenses, and optimised profits.
- **Stock Control** is now a matter of certainty, with increased efficiency.
- No downtime or business disruption when upgrading to de Facto **S5**.

Needed - An Integrated ERP System and Long Term Partner

Elliott have grown to be a major UK distribution business, importing goods into their UK warehouse and other storage facilities from a range of manufacturers located in around 20 countries worldwide. In turn, they distribute those goods across the full spectrum of outlets throughout the UK, and also offer an export service. Dealing with **multiple currencies**, high volumes and turnaround, and long **lead times on products**, Elliott set out on the search for an accounting and business information system suited for a 'classic distribution business' scenario.

Elliott did extensive research on all the major integrated accounting and logistics packages on the market over a period of years. Their Financial Director Julian Watts came to the conclusion that no other system on the market offered such **powerful** and **easy to use** features at a comparable price to the de Facto solution.



Powerful Landed Costs Handling

Elliott's business involves the import of high numbers of relative low cost stock units from all over the world. As such, the cost of actually getting the units into the UK and to their warehouses is a significant element of their business costs. de Facto S5 has sophisticated features to handle **Landed Costs**, which are the additional costs necessary to purchase, transport, and import goods from one country to another. Flexible S5 can handle a **limitless number of cost elements**, above and beyond the three key elements of landed costs: the actual cost of the goods, transportation and insurance, and duties, taxes and other charges assessed on the goods.

S5 handles the full spectrum of Transportation and Insurance charges, allowing for proper FOB and CIF values to be calculated. It further handles a wide variety of Unique Taxes, such as VAT, **excise tax**, duties, port charges and so on. As different countries use different baseline Units of Measure to calculate duties and tax, de Facto S5 will automatically convert one unit of measure to another when necessary.

These extensive and powerful Landed Costs features have enabled Elliott to decrease their operational expenses, through eliminating manual tasks and potentially costly mistakes. Furthermore, it has enabled Elliott to optimise their profits through the promotion of proper pricing strategies.

■ Enabling Efficient Stock Control

Previous to implementing the de Facto solution, Elliott were managing their considerable stock with the use of spreadsheets. As their operations had grown over the years, this method had become an increasing strain, and one which was often prone to error. Managing a [warehouse and other storage facilities](#), and a huge product range, it was sometimes difficult to respond to phone enquiries with a definitive answer as to exactly what was in stock at the time. Since their adoption of de Facto, Elliott have seen an increase in [stock control](#) efficiency. They are now able to say with greater certainty that they have particular stock and in what quantities.

■ A Pain Free Upgrade Process, with No Downtime

After 5 years of dependable usage, Elliott decided to upgrade to the latest version of de Facto. Understandably, they were very concerned with potential downtime to their operations. With a clear goal of effecting a smooth transition with minimum business disruption, the De Facto team brought all their analysis and planning skills to bear. Arriving at the end of a work day, our consultants were able to get the entire operation transferred to S5 overnight, and the new system ready and waiting for Elliott's operatives on their arrival the next morning. This considerable achievement meant that Elliott were provided with the benefits of the new system without any downtime or disruption to their business activities whatsoever.

■ A Vote of Confidence in De Facto

Elliott chose the de Facto solution not only on the basis of it being the most [feature-rich package](#) per cost on the market, but also that De Facto Software was the sort of long term business partner they could rely on for years to come. The upgrade to the powerful S5 solution was a vote of confidence in both that partnership, and De Facto's continuing development of its premier accounting and business management package.

Visit the website of
[Elliott](#)

Call Us Now ...

to find out how de Facto S5 can deliver a powerful, flexible and easy to use solution to your business system needs!

Tel: 01473 417 200

Powerful Solutions for Multiple Markets

De Facto Software provides business driven Accounting and ERP solutions to wholesalers, distributors, manufacturers, packers and suppliers throughout the UK.

de Facto S5 incorporates integrated [Financials and Accounts](#), [Logistics](#), [Production](#), [CRM](#), [eServices](#), [Business Intelligence](#), [WMS](#), [EDA](#) and [Costing](#) facilities, in one [powerful](#) solution. Deploying the system typically delivers significant customer gains in such areas as productivity, cost advantage, management awareness, and competitive edge.



Power



Flexibility



Ease of Use

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