

# “ A Secure Foundation for Business ”

**RYTONS**  
Building Products

## Customer Profile

Rytons was formed in 1972 and was one of the first companies to identify the need for natural ventilation in roofs and structures, prior to Regulations being established. Since then they have led the way in many areas such as product development, BBA approval, 'Investors in People' and a Web Site. Rytons supply a wide variety of vents and ventilation for buildings. Major areas include cavity, hardware, plumbing, roofing, acoustic and ducting.

In 1994 Rytons were the first building product manufacturer in the UK to receive the Investors in People award. Since 1995 Rytons quality management system has been certificated to ISO 9002:1994 and reflects their commitment to consistent quality in all aspects of the company.

## Key Achievements

- Provided a system capable of matching Rytons **complex pricing** requirements.
- Able to handle Rytons complex credit payment groups through **cross account allocation**.
- Enabled fast turnaround operations through efficient and effective display and management of information.

## Scenario - An Integrated System as a Foundation for Growth

Rytons had steadily grown over the last 3 decades, and by 2002 their existing financial and logistics systems were rather out of date, and lacking in a number of desirable features. Consequently, they set out to identify a new integrated system which would provide a firm basis for future business growth.

Previously running the dos-based Datafile system, they were looking for a fully **Windows based system** which would handle their **complex pricing requirements**, and give much improved management information. Investigating de Facto S5, they found a standard package which would fulfil all their requirements, without requiring any extensions or modifications.



## Implementation - To Meet Demanding Time Scales

Rytons were keen to have the new system up and running in time for the new financial year. In order to meet this demanding time-scale, De Facto's specialists were called on to bring their many years of **planning, training, and implementation** experience to bear. In testimony to that experience, De Facto met the various time targets and comfortably achieved the project goals.

## de Facto S5 Handles Complex Pricing with Ease

Primary amongst the many requirements for the new system was its ability to handle **complex pricing issues**. The core areas of variability in pricing at Rytons are differences in:

- Types of customer
- Customer groups
- Rebate discounts
- Quantity breaks

Rytons operate a standard [price list](#), but have a number of SDA's (Standard Discount Agreements). In addition, Rytons sales team rely on de Facto S5's ability to give them accurate and up to date pricing information, allowing them to offer customers extra [discounts 'on the fly'](#), by displaying all the necessary information to enable them to make the correct pricing decisions.

### ■ Credit Payment Groups are Key

A further key feature required by Rytons was the ability to handle credit payment groups within the sales ledger. The scenario is one where multiple customer accounts are all paid through a central body. Though they may have to chase the debt of a particular individual or company, the resulting cheque comes from the group, rather than from the specific unit. S5's [Cross Account Allocation](#) feature enables these received group payments to be simply and quickly allocated across multiple accounts with the system then automatically constructing the required contra transactions.

### ■ A Fast Turnaround Warehouse-Based Business

Rytons see themselves as a high volume, low cost, fast turnaround operator, and operate in a very competitive business environment. They therefore depend on their systems to give them the [power](#) and [flexibility](#) in information management to provide the business edge they need. Many of their orders are taken over the phone, and for those received before 4pm they will then operate same day despatch. With this fast turnaround of orders, [pricing](#) is key to facilitating speed of service.

For Rytons to operate effectively, precise up to the minute knowledge of what they have in [stock](#) is vital, which S5 handles with [ease](#). Rytons have also greatly benefited from S5's [re-ordering reports](#), which allow them to continuously monitor what needs to be reordered, and what needs to be chased, and to efficiently act on that knowledge. Additionally, Rytons telesales operators have a very controlled way of working, and the deployment of S5 has created better visibility of information and allowed this process to become more streamlined, integrated, and transparent.

Visit the website of  
[Rytons](#)

### ☎ 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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