

Milton Keynes Pressings

CUSTOMER PROFILE

Milton Keynes Pressings (MKP) is a manufacturing success story. They have won various awards for their contribution to industry, the most prestigious being the Queen's Award for Enterprise: International Trade. This was followed by a royal visit from HRH The Countess of Wessex.

Evolved from the already successful Ryeland Toolmakers, MKP has grown to become one of the UK's most successful manufacturers of press tools and quality parts. They supply a diverse range of industries such as automotive, furniture, seat belt, domestic appliances, commercial vehicles and shelving manufacturers. Their clients include Renault, Vauxhall, Saab and Bentley.

CHALLENGE

MKP's engineering expertise and their reputation for high quality products is reflected in their rapid growth, which increased three-fold over just five years. Together with increased demand from their loyal customer base, MKP have continued to win new business both at home and internationally. With the number of both employees and parts increasing, it's no surprise that MKP were looking for a new financial and business solution that could deal with their growth and changing requirements, while helping to maximise productivity.

SOLUTION

An existing Opera customer, MKP were happy with how it had served them, but their desire to stay at the forefront of technology prompted them to update their software. Migration to Opera II was a natural step combining powerful functionality with continuity and familiarity.

With over two million part numbers and millions of transactions, there was a lot of data that needed to be converted from Opera to Opera II, but migration was simple and did not disrupt normal business practices, vital for a company which takes hundreds of orders daily.

A quarter of MKP's turnover comes from exports, so they needed a powerful multi-currency tool. Opera II Multi-Currency provides unlimited currencies, exchange rates per transaction type, calculation and recording of exchange rate differences. This is supported by the Sales Ledger, which allows customer transactions to be processed in any currency.

Sales Order Processing also plays a vital part in MKP's business: orders are mainly taken by e-mail and the information is transferred to Opera II to generate sales documents and check customer trading terms, discounts and limits. It also automatically updates the Stock module which is also of major importance to MKP, helping them to keep track of thousands of different parts, optimise stock levels, control costs and ultimately improve efficiency.

“ Opera II has formed an integral part of our business practices to date and will continue to do so ”

Number of Users: 10

Modules: System Manager, Sales Ledger, Purchase Ledger, Nominal Ledger, Invoicing, Sales Order Processing, Stock Control, EC VAT, Payroll, Toolkit, Reporter, Purchase Order Processing, Cashbook, Multi-Currency, Personnel



Pegasus Software was established in 1982 and our core business has always been developing PC-based accounting and business software solutions for small and medium-sized businesses. We have been a market leading supplier of modular software for over 20 years, and we have an in-depth understanding of the small and medium-sized market. This enables us to produce innovative software solutions that add real business benefits and value to our customers.

All Pegasus products are sold and supported through our highly skilled network of Pegasus Partners. This is because we believe that our customers are best served by a channel of dedicated, independent specialists who can provide top quality local Pegasus support. Our Partners provide a complete service, from pre-sales consultation to installation, training and after-sales support; ensuring that our customers buy the Pegasus product that is right for their business.

MKP manage their Payroll in-house. Opera II Online Filing Manager, an integral part of the Payroll module, was the first professional application to gain HMRC approval for verifying and electronically submitting P35 and P14 information. With this in mind, MKP knew that they would be in safe hands with Opera II Payroll and that filing their returns online would be simplified and performed automatically.

RESULTS

All the users are very happy with the advantages Opera II has to offer. Financial Director Arthur Saunders enthuses: "There are so many things to be said about Opera II: ledger integration is excellent, the drilldown opportunities are excellent, SOP is excellent, and Multi-Currency is excellent as it allows sales analysis for different currencies." Referring to online filing, Arthur concludes: "The Payroll year-end went without a hitch. We decided to attempt this a year early so that we were confident it would all go well when we really needed it to. It turned out to be so easy we wished we'd been doing it for years."

THE PARTNER CONNECTION

Pegasus delivers Opera II through a network of Channel Partners. For details of your local Pegasus Partner and more information on the advantages Opera II could bring to your business, contact the Pegasus team on **0800 919704**; alternatively, e-mail info@pegasus.co.uk or visit www.pegasus.co.uk/findapartner.



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