

## Customer Case Study

# TMD Technologies

Website: [www.tmd.co.uk](http://www.tmd.co.uk)

### Company Overview

TMD Technologies Ltd (TMD) is one of the world's foremost suppliers of rugged high power amplifiers and transmitters for Radar and Electronic Warfare (EW) applications. Supplying most of the major Radar and EW systems companies worldwide, TMD has an unrivalled reputation for technical innovation, particularly in the area of low noise performance and is an important supplier to EMC testing, communications, scientific and medical markets. As well as rugged amplifiers and transmitters, TMD's product range and capability covers microwave tubes, cathodes and electron guns, high voltage power supplies, instrumentation microwave amplifiers and special assembly projects.

### The Challenge

As a manufacturer TMD has a comprehensive environmental policy in place to meet regulations and help the firm operate in a more efficient and sustainable way. Part of 'going green' is working towards a paperless office so to do this, TMD looked into upgrading the document handling functionality of its ERP system.

### The Solution

Having been introduced to Spindle Professional by Infor Swan about two years ago, TMD decided to invest in a 20-user Spindle Professional licence knowing it would integrate seamlessly with its Infor ERP Swan and Sage Line 100 system. This now enables the system to automatically generate electronic documents such as purchase orders, invoices, delivery and goods received notes, statements and remittances in full colour, to a high professional standard. Documents are automatically emailed or faxed to recipients so delivered by the fastest means available avoiding expensive postage and pre-printed stationery and eliminating time and effort involved in printing, loading envelopes and adding stamps - plus walking to the post room!

### The Results

- > **Decreased stationery and printing requirements**
- > **Reduced postage costs by £thousands annually**
- > **Streamlined processes and saved hundreds of hours on routine paperwork**



*"Each operation is separately programmed so that the relevant people always receive the documents they need automatically. This increases our efficiency and reduces the possibility of error, saving time and money - particularly in postage, print and labour costs."*

Clive Thompson, IT Programme Manager  
TMD Technologies

## What TMD Has to Say

Clive Thompson, IT Programme Manager, said:

*"Each operation is separately programmed so that the relevant people always receive the documents they need automatically. This increases our efficiency and reduces the possibility of error, saving time and money – particularly in postage, print and labour costs. The implementation of the software is evolving continually, as more useful applications are being found. A further benefit is that the software is capable of producing a barcode at any position on any document. When implemented, the processing of materials and labour recording will also become far more cost effective."*

A sales administrator at TMD also adds,

*"The new system saves a great deal of time spent running to and from the photocopier. It helps Stores who now automatically get the delivery note by email once a product's ready for shipment and are prepared in advance. In Customer Services it's helping to improve delivery times and customer service and in Purchasing, is streamlining the process of sending orders to suppliers and cutting down paperwork."*

## TMD Technologies Facts

**Activity:** Manufacturer of microwave equipment

**Web:** [www.tmd.co.uk](http://www.tmd.co.uk)

**Based:** Hayes, Middlesex

**Reseller:** Infor ERP Swan [www.infor-swan.co.uk](http://www.infor-swan.co.uk)

## Key Benefits

**Dramatically reduces costs - document delivery by email and fax**

**Creates a more professional image with your company logo and branding on outgoing documents**

**Saves money and waste - you can use plain paper in place of pre-printed stationery**

**Flexible - allows you to automatically add terms and conditions or seasonal or promotional messages**

**'Intelligent' - pre-programmed to fax, email, print or store your documents automatically for instant retrieval whenever you need them**

Spindle Professional works with major accounting systems including Sage 50, Sage Line 100, Sage 200, Microsoft Dynamics NAV (Navision), Microsoft Dynamics GP (Great Plains), Pegasus Opera II, Access Accounts, SAP Business One and more. Also works with almost any application that will print, such as Microsoft Word, Excel, Access, ACT! and Crystal Reports.

## Product Range

Spindle Professional is one of a range of products available from Draycir, specialists in document distribution and credit management solutions.



**Spindle**  
PROFESSIONAL



**Credit**  
HOUND



**Credit**  
GUARDIAN

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