

## Customer Case Study

# Tokai Carbon Europe Ltd

## Company Overview

Based in Oldbury in the West Midlands, the company is part of Japanese-owned Tokai Carbon Co Ltd – world leaders in manufactured graphite machined parts, coppers and dielectric oils.

## The Challenge

Tokai Carbon Europe Ltd produces over 1,100 documents a month, including invoices, statements, purchase and sales orders, delivery notes and more. In their efforts to reduce significant costs from wasted stationery and reprinting, following the merger of the company's UK and European operations, the company turned to Spindle Professional.

## The Solution

- > **Achieved savings of over £8,000 in the first year of installation**
- > **70 per cent reduction in time processing and distributing documents**
- > **Reduced paper handling by using email and fax**
- > **More professionally formatted documents**
- > **Improved archiving, saving further time in information storage and retrieval**

Since it was introduced into the business five years ago, Spindle Professional has made a visible difference. The link between Spindle Professional and Sage proved particularly useful to Tokai Carbon, ensuring that the decision to recently upgrade their accounting systems was effortless, thanks to Spindle Professional's full compatibility with Sage MMS. Spindle Professional enables Tokai Carbon to update their backdrop forms within minutes – flexibility that proved invaluable shortly after the company installed Spindle Professional, following changes to the company banks details. The ability of Spindle Professional to be incorporated into so many programs means that the company is also now seeing added benefits from the software, when using ACT! to send out customer quotations.

## What They Have to Say

Chris Hill, IT Manager with Tokai Carbon Europe says, *"At first I was sceptical that the software could actually deliver what we needed. However, I've been incredibly impressed by the power and flexibility of Spindle Professional. One of the great things about Spindle Professional is that it works with so many programs. It has surpassed all our expectations."*

Tokai Carbon was introduced to Spindle Professional by their Sage reseller, Electronic Business Systems (EBS). Jason Tullah of EBS says, *"Tokai Carbon had been looking for a solution for some time. As soon as they came to us, we knew that Spindle Professional was the right answer."*

### 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

[www.draycir.com](http://www.draycir.com)

Draycir Ltd. 3 De Montfort Mews,  
Leicester LE1 7FW, United Kingdom  
T:0845 123 2941 F:0870 011 8910  
E:sales@draycir.com

Copyright © 2002 - 2008 Draycir Ltd. All rights reserved. Draycir, the Draycir logo, Spindle Professional and the Spindle Professional logo are either trademarks or registered trademarks of Draycir Ltd. All other trademarks acknowledged.