

Customer Case Study

Thurlby Thandar Instruments Ltd

Website: www.tti-test.com

Company Overview

Thurlby Thandar Instruments (TTi) is a leading manufacturer of electronic test and measurement instruments. All TTi products are designed and manufactured at the company's Huntingdon facility near Cambridge and are sold throughout the world via carefully selected distributors and agents in more than 50 countries.

The Challenge

The required multi-part printing and copying of documentation to fulfill sales orders and test reports was proving to be very time consuming and inefficient.

In addition, the essential archiving of paperwork was beginning to get physically unmanageable and causing storage problems that needed to be addressed. From a cost reduction and environmental point of view, the company was also looking to reduce the amount of paperwork it generated, printed and posted manually every year.

The Solution

Scanworx, TTi's IT supplier demonstrated how Spindle Professional, the paperless office software from Draycir, would link in with TTi's existing Syspro ERP system and other programs. This would ensure that paperwork such as sales acknowledgments could be automatically sent via email, fax or to print at any selected/multiple printer location.

As Spindle Professional is also able to create PDFs for easy automatic archiving through Invu, TTi's existing document management system, all archiving issues would also be resolved.

The Results

- > **Savings in excess of £10,000 every year from reduced postage and stationery costs with sales acknowledgments now sent out automatically via Spindle Professional**
- > **Improved internal sales reporting gained as a result of using Spindle Professional to automatically send daily sales order reports to sales staff and management**
- > **Automatic insertion of barcodes through Spindle Professional enabling paperwork containing signatures to be indexed and archived separately via Invu.**



"Spindle Professional is simply brilliant and the single most useful and efficient software we have ever encountered."

"I would go as far as to say that it's the solution to problems we didn't even realise we had as we can automate the output of any program that uses Windows printing."

Keith Pauley, Production Director,
Thurlby Thandar Instruments

What Thurlby Thandar Instrument Has to Say

Keith Pauley, Production Director at Thurlby Thandar Instruments, said:

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"I would go as far as to say that it's the solution to problems we didn't even realise we had as we can automate the output of any program that uses Windows printing."

"Today, 95% of our customers receive sales acknowledgments automatically via email. As well as the customer services benefits, we're saving more than £10,000 each year in reduced printing and postage costs."

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

Thurlby Thandar Instruments Facts

Activity: Thurlby Thandar Instruments (TTi) is a leading manufacturer of electronic test and measurement instruments.

Based: Huntingdon

Web: www.tti-test.com

Reseller: Scanworx based in Cambridge - www.scanworx.co.uk

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