

CASE STUDY

Bespoke NetSuite system doubles revenue in one year for Shiphams Valves

How Catalyst ERP designed a bespoke software, tailored to the exact requirements of Shiphams Valves

Company Name:
Shiphams Valves

Type of Company:
Manufacturing

Technology:
NetSuite

“Before NetSuite was implemented by Catalyst, we were using over 100 spreadsheets, plus utilising various systems which didn’t speak to each other. Catalyst implemented a bespoke system, which would usually take over a year, in just five months.

Now, we have everything under one umbrella and we can track absolutely everything – from when the customer first enquires, right through to orders reaching them.”

Rob Moulds - Managing Director

Challenges

In October 2020, Shiphams Valves was sold and it left a large corporation which had installed SAP as its ERP system.

They also had other systems that did not “speak” to one another. Shiphams wanted a more up to date, modern ERP system with more flexibility. The challenge was for Catalyst ERP to implement a NetSuite system, that was bespoke built to Shiphams’s processes and procedures specifications.

The Solution

Through Catalyst’s expertise, the company identified and addressed 19 gaps that NetSuite did not perform, such as non-conformance reporting. They designed bespoke software, tailored to the exact requirements of Shiphams Valves, making it Catalyst’s most bespoke system to date.

All data migration was also undertaken by Catalyst, in a period of lockdown where staff were working from home.

The Results

▲
100%
revenue increase

📅
delivered in
5 MONTHS

👥
100%
employee adoption

The system has given Shiphams Valves more visibility than they have ever had, plus flexibility and control of all of their processes. They have automated many of these processes and will continue to do so to eliminate human error.

Now, all employees have dashboards, tiles, know about delays, can track everything and communicate that to the customer.

