

# Customer Case Study

## IMI Cornelius (U.K.)

IMI Cornelius is the world's leading supplier of beverage dispensing and cooling equipment. They have 70 years of industry experience and operate 12 plants in different 6 countries.

“Utilities 400 have provided the perfect marriage between ERP software and data delivery. RouteOne is simply indispensable.”

John Southerington, Supply Chain Manager



Industry	Beverage
Employees	220
Turnover	£38m
Solution	RouteOne
Enterprise Software	MAPICS System 21

Cornelius supply the world's leading beverage brand owners and major retailers with solutions that combine beverage merchandising and dispensing in a total package.

Cornelius recognised the need to improve their data management through improved visibility, flexible reporting and form generation that integrated closely with their ERP solution. A project was started to review appropriate solutions on the market. While there were other products that had similar features, “only RouteOne provided all the functionality and flexibility we required,” explains John Southerington, Supply Chain Manager.

*RouteOne consistently proves it worth with the number of ways it can be adapted to solve process issues and remove none value added steps.*

*RouteOne is an integral part of key day to day processes. Whatever we did before RouteOne is archaic and unthinkable*

“One of the main saving for us has been productivity – previously we were manually managing queries. We now automate these tasks with reports being delivered in the right format to the right person and changes can be completed with ease.”

“Now, everything simply works.” added Jon Leaning, Analyst Programmer.

“RouteOne has allowed us to free up over 20% of resource while

simultaneously increasing our flexibility.”

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## Extremely Powerful

The blend between ERP and RouteOne is seamless. “We’re now working WITH the information, not IN the information,” said John. While ERP continues to be the lynchpin of the organisation, the addition of RouteOne enabled Cornelius to organise the flood of data they receive every day. “We can see, at a glance, whatever we need to know as managers,” says Peter Kelly, Head of Logistics. “This has improved efficiency because we now have such detailed data at our disposal. But it’s not just the depth of detail; it’s delivered in the format I need, when I want it.”

## Professional Image

As Utilities 400’s products are tightly integrated into their ERP, RouteOne automatically merges data with pre-configured forms. “Utilities 400 introduced us to further value through RouteOne’s ability to generate professional business forms,” said Jon. “It removed the need for pre-printed stationary and reduced our reliance on post. Now, invoices are sent electronically via email, and reports can be printed with our corporate look and feel, increasing our professionalism, saving us time and money while increasing our green credentials.”

The business can now control information and has the ability to better react to customer requirements. Cornelius have successfully freed up expensive resource and enjoy a significant reduction in printing and postage costs. RouteOne continues to go from strength to strength. John Southerington concluded, “RouteOne has proved an excellent investment. It provides us with the flexibility we need and gives us the competitive edge.”

## KEY BENEFITS

### Data Delivery

- Generates Excel files every night
- Data available to all
- More flexibility with information delivery and format
- Improved reliability
- Reduction on IT resource by 20%

### Security & Stability

- Sits on same server as ERP thus reducing security issues
- Robust and reliable, a solution that doesn’t fail

### Streamline and Automate Administration

- Reduction in need to manage hundreds of queries through introducing simple RouteOne reporting

### Report Generation

- Remove the need for pre-printed stationary
- Easily change form layout without IT assistance
- Reduction of deliver of documents to customers/suppliers by up to two days.
- Saving thousands of pounds per year through reduced postage costs
- Report delivered in a format of choice (Excel, XML, Word) when and how recipient requires

### Improved Flexibility

- Improved supplier schedules via RouteOne email client
- Supplier has advanced view of requirements allowing them to ramp-up production or concentrate on particular products
- Better supplier relationships

## Further information

For further information on this, or any other Utilities 400 case studies, please contact the Sales Department on 01204 388883, email [info@uti400.com](mailto:info@uti400.com) or visit our website at [www.utilities400.com](http://www.utilities400.com). For Public Relations, please contact Andrew Nicholson on 01204 388883 or email [anicholson@uti400.com](mailto:anicholson@uti400.com)