

Markinson and Mekolec: *The Power of Connection*



When Mekolec needed to improve the performance and features behind its Enterprise Resource Planning (ERP) system to meet client demands, it turned to Markinson for advice. The result has been the deployment of a new ERP system based on MomentumPro – a system delivered on time and under budget that’s changing the way Mekolec does business.

THE FACTS

- > One of Melbourne’s largest electrical and data suppliers
- > More than 34 years in the business
- > www.mekolec.com.au

THE SOLUTION

- > A customised MomentumPro deployment with online ordering capabilities

THE RESULT

- > Improved customer service through electronic cataloguing
- > Business-wide efficiencies in inventory handling, warehouse services and accounts
- > Integration with other independent suppliers and partners in the Gemcell group

THE SITUATION

With 18 staff and a 34 year history, Mekolec is one of Melbourne’s largest electrical and data supply companies. Mekolec is also a member of Gemcell: Australia’s biggest independent electrical wholesale group.

When two of Mekolec’s biggest clients asked the company to provide an online catalogue of its products and to establish online ordering facilities, Mekolec sought to respond quickly to their needs.

Unfortunately, introducing these features using the company’s existing ERP software was going to prove an expensive, if not impossible, task.

“We’d been using the same system for 13 years,” says John O’Neil, Mekolec’s Managing Director. “We had the option of trying to integrate new functionality into the existing platform, but it wasn’t going to be straightforward. We felt we’d only be prolonging its inefficiencies.”

Instead, Mekolec went looking for an ERP solution that could meet its long-term needs. “We wanted a platform that could drive our operations for 20 or more years,” says O’Neil.

“For a business of our size, making a mistake with this type of investment can prove disastrous,” O’Neil says. “Therefore, we went to the market with three specific requirements for the new system – that it support our present and future needs; that it be already used successfully in our industry; and that the provider we partner with have proven industry experience.”

THE SOLUTION

Having investigated their options – and spoken to other suppliers in the Gemcell group – Mekolec chose Markinson to deliver their new system using MomentumPro.

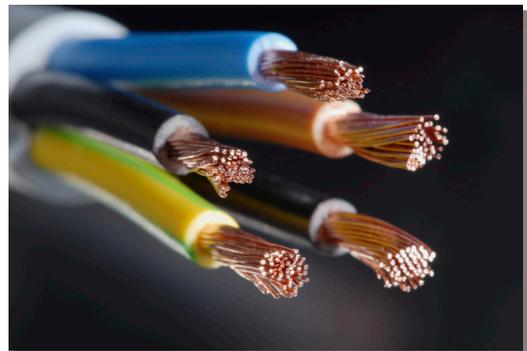
“We were thorough in our research,” says O’Neil. “What tipped us Markinson’s way was the fact that they had ‘runs on the board’ with six members of the Gemcell group already using MomentumPro successfully. It was clear that Markinson understood the electrical wholesaling business. We also believed that MomentumPro, in comparison to some other systems, would be relatively easy to use.”

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Asked about implementation, O’Neil says that from to installation to migration, the project was on a tight deadline.

“The pressure was on from our clients to have electronic cataloguing and ordering up and running within a matter of months,” he states. “Once they were on board, Markinson helped us to provide client updates demonstrating that we were working quickly towards delivery.”

O’Neil was also worried about cost – aware of the potential for budget blowouts in such large projects.



“We were very pleased, however, when Markinson were able to deliver the solution not only on time, but under budget,” he says.

Now live, the MomentumPro solution provides a raft of services and applications to Mekolec’s business, from stock and inventory control, to accounts’ management.

The all-important modules for electronic cataloguing, ordering and trading are in place and functioning well, with Mekolec even able to connect directly with its own suppliers.

“With Markinson’s help and through the excellent work of our own staff, the information transfer between the old and new systems proceeded almost flawlessly,” says O’Neil.



THE BENEFITS

O'Neil states that MomentumPro is driving efficiencies throughout Mekolec's operations, from its inventory to its accounts handling processes.

"The most immediate benefit is to our customer service and our ability to provide online ordering, pricing lists, invoicing and account statements," he says. "But, even at this early stage, other MomentumPro modules and capabilities are demonstrating their worth."

As an example, O'Neil cites the direct integration MomentumPro offers with many of Mekolec's suppliers – a feature that is creating ongoing economic savings on electronic orders.

Also important is the integration on offer with Mekolec's partners in the Gemcell group. "Through MomentumPro, we have the capabilities to drive a uniform approach to quoting and reporting across the Gemcell group," he says. "That's a powerful tool in the market, and we see strong potential for competitive advantages."

O'Neil also contends that a further advantage of the MomentumPro solution is that it's future-proof.

"Our intention is to use MomentumPro as the long-term backbone of our business," he says. "We have every confidence that whatever demands for features or performance we put on the system, it will continue to serve us."

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Asked about Mekolec's relationship with Markinson, O'Neil says that Markinson have been "exemplary."

"They've been easy to work with from day one," he says. "Even under the tight deadlines imposed, the project has gone very, very well. For a business our size, getting things right the first time is crucial. With Markinson's help and experience we've been able to do that. It's been a very successful team effort."

"With MomentumPro and Markinson, we've deployed an ERP system that's making us more efficient, reducing our costs and enabling us to better serve our customers," O'Neil concludes.



For more information on how a Markinson ERP Solution can benefit your business, visit www.markinson.com.au or call 1300 137 729