



case study

Capral Aluminium

The Company

Capral Aluminium is focused on the extrusion and distribution of aluminum products for the residential, commercial, security, automotive & transport industries. Capral's product range include sliding windows and doors, glazed framing, stainless steel mesh, security grills, aluminum roofing, gut-tering, facade cladding, drive shaft tubing, brake housings, machining bar and rods as well as services such as powder coating, anodising and light fabrication. The group has manufacturing sites located in Queensland, Western Australia and Victoria. The group also has trade centres located throughout every state and territory in Australia.

At a time of significant restructure, Capral Aluminium needed to rapidly establish a flexible reporting system which brought together information from two disparate systems, SAP and Tolas. Staff lacked access to concise information as Capral's sales data was split between two systems. It was essential that their sales and operational personnel be reorganised and that they have a full view of daily sales and customer activity prior to system integration.

Solution

Capral engaged Practical Business Support (PBS) to acquire data from both Tolas and SAP systems and deliver it to their sales team in a way in which they could use it. PBS created an analytical linkage between the legacy systems in transition to SAP 4.6. Capral installed PBS's Sales Management Tool - Intellidata – which was employed at the front end. It was considered that Intellidata offered a reliable, key data output for executive decision making.

Results

This process enabled a smoother roll-out to SAP 4.6. Capral was able to conduct "business as usual" during the three month roll out period, with key staff relying heavily on the use of Intellidata for analysis to assist them in critical decision making. The work conducted by PBS ensured that the time frame required to become functional on the new system was greatly reduced. Similarly, development work required for transition to the new system was also greatly reduced. The original data and structures provided by PBS were integral to building the new system.

Comments from Capral Aluminium

"PBS's ability to put usable data into the hands of those people who need it has been a significant factor in the increased performance of our business. It is invaluable to be in a meeting and be able to check the facts before making decisions.

I would like to commend all the staff at Practical Business Support on the speed at which they were able to implement the system and the professionalism and dedication they showed when faced with setbacks."

Paul Gregg
General Manager
Systems & Business



p: (07) 3268 3148
f: (07) 3268 3378
e: sales@pbsnet.com.au
i: www.pbsnet.com.au

... delivering smarter business analysis tools and services since 1991