

## **Allgood goes live with eBECS and Microsoft Dynamics AX**

*Leading Microsoft partner beats competition to replace AS/400-based system and goes live with new solution in six months*

14<sup>th</sup> November 2007: eBECS, a Microsoft Gold certified partner specialising in solutions for the manufacturing and distribution sector, has today announced the successful go-live of its Microsoft Dynamics AX based system for Allgood plc, the UK's leading architectural ironmonger in the supply of products for commercial and public buildings.

The 70-user Microsoft AX system from eBECS was chosen following a competitive tender process involving, among others, SAP and Oracle. The first phase of the project is the replacement of Allgood's legacy ERP system, based on the IBM AS/400 platform, and covering sales, purchasing, finance and distribution. Microsoft AX will integrate all of Allgood's business systems and data, allowing access to real-time management information and up-to-date reporting at any time.

Microsoft AX was chosen due to its low total cost of ownership (including running cost and maintenance), integration with other Microsoft applications, easy data access and high availability. eBECS was chosen as the implementation partner thanks to its proven track record in supplying high-value systems to organisations in the manufacturing sector.

Jan Dragosz, Head of IT at Allgood, commented on the combination of Microsoft AX's capabilities and eBECS' professionalism. "Compared with anything else that was available, this was far and away the best route we could have taken. eBECS have been fantastic to work with; extremely professional, and the differences between what we can achieve with Microsoft AX compared with our previous system will make a very real difference to our business. It's not just what it can do today, it's also the ease with which we can implement changes in the future – it really highlights the quality of the system."

Using eBECS' rapid implementation technique, Allgood has been able to go live in a matter of months, using Microsoft AX across its entire business operation, from raw materials and production, to distribution and invoicing, further enhancing the company's ability to plan, grow, and process a greater number of sales orders.

Sam Sammour, Director at eBECS, said: "By focussing on Allgood's key requirements, we have been able to deliver a system that truly supports a growing business. The tools at Allgood's disposal are now an enabler to growth, rather than an inhibitor, which had been the case in the

past. eBECS has a depth of experience in the manufacturing and distribution sector unrivalled by any other ERP specialist, and by drawing on our experience and abilities we have given Allgood a system we are confident will still be supporting growth in years to come.”

In March 2007, eBECS' lean manufacturing module – eBECS Lean Enterprise for Microsoft Dynamics AX – was acquired by Microsoft. eBECS Lean Enterprise for Microsoft Dynamics AX enables manufacturing customers to optimise processes and connect and integrate the entire supply chain, from the customer to the supply partners, and to support demand-driven operations.

ENDS

### **About eBECS**

eBECS formed in 2000, with a simple vision; to build strong partnerships with enterprise customers who were looking for ways to fully exploit their investment in Enterprise Resource Planning (ERP); thus making them more agile and responsive to the specific demands of their own trading environment.

eBECS is dedicated to business improvement by the use of “*Lean Thinking*” throughout the extended supply chain. Our focus has been to enhance the Microsoft Dynamics AX product, enabling organizations to quickly take advantage of all “*Lean Thinking*” has to offer.

eBECS provides a technology and business partnership approach, which at its heart, removes the complexity and hype surrounding the *lean* and e-business world. This vision, along with eBECS reputation for practical delivery, has successfully led to increase the customer base ten-fold. We are proud to have many blue chip companies forming an intrinsic part of this base.

Based in Chesterfield, UK, eBECS now has a permanent presence in the USA. A state-of-the-art software development centre has been established in Jordan to enable international clients to benefit from offshore sourcing. For more information, visit: [www.ebecs.com](http://www.ebecs.com)

### **Press contacts**

Stephen Wilson  
eBECS Limited  
[swilson@ebecs.com](mailto:swilson@ebecs.com)  
+44 (0) 777 557 1110

Sean Fleming / Hayley Roberts  
Clarity Public Relations  
[press@claritypr.co.uk](mailto:press@claritypr.co.uk)  
+44 (0) 870 950 9670