



Talar Made: Reducing Manual Processes and Increasing Margins with the SAP® Business One Application

Talar Made Ltd., which specializes in the research, design, and supply of orthotics, needed to improve its purchase planning, which relied on time-consuming and costly manual processes. With the SAP® Business One application, it has **reduced the time people spend** on planning work and increased its margins in the process.





More accuracy and less time needed to plan

Significantly reduced shipping costs

Objectives

- Reduce reliance on manual processes performed through multiple point solutions
- Spend less time performing purchase planning with complex spreadsheets, which took a significant amount of time to manage and update
- Reduce amount of expedited goods by airfreight, which was costly and reduced margins
- Implement a better system to manage warehouse and stock, as it was often inaccurate
- Integrate warehouse management system with current financial system

Why SAP

- Tight integration across the entire business
- Excellent fit for company's requirements, especially with the advanced inventory planning module Valogix, which lets the company forward forecast purchase requirements based on sales history

Why partner

Good understanding of Talar Made's business and requirements

- Knowledgeable and experienced in implementation of SAP® software for similar companies
- Very thorough, comprehensive, and professional demonstration of the solution that SAP was proposing

Benefits

- Significant reduction in purchase planning time, from several days a month to a few hours
- Significant reduction in the amount needed to ship by air, through improved planning
- Reduction in volume by air, allowing most freight by sea at a substantially lower cost
- Less than 1 in 10 now air freighted
- Significant improvement in picking accuracy within the warehouse
- · Ability to grow the business with no additional staff

Future plans

- Extend the application to fully integrate the company's back office with its new customer and distributor
 Web site
- Use the SAP Business One application to manage other group companies



Company

Talar Made I td.

Headquarters

Chesterfield, United Kingdom

Industry

Healthcare - medical products

Products and Services

Orthotics

Employees

20

Web Site

www.footorthotics.co.uk

Partner

Ochiba Business Solutions

"We have a complete, integrated solution to manage our entire business. We improved purchasing planning significantly, reducing time and cost with better results. This let us increase sales and profits with no additional resources."

James Mills, Operations Director, Talar Made Ltd.