

CASE STUDY



Sinclair International
chooses Prestige to
integrate J.D. Edwards
and IBM iSeries
(AS400) technologies

Sinclair's Verdict

“Compared to other vendors Prestige adopted a much more flexible approach and were very responsive to our needs and concerns. They listened to what we had to say, and responded accordingly. We felt there was a good basis for an effective partnership from the very beginning.”

Mark Nixon, Director of IT Sinclair International



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The background



When Sinclair International, the world's leading specialist in produce labelling and internal quality, identified the need to offer their customers more functionality in order to sustain leadership in the marketplace, they looked towards current technologies to help them provide new, innovative business services.

The challenge

With a 7 year old legacy system, which was incapable of supporting the new business processes that Sinclair wanted to introduce, combined with disparate software applications a change was needed.

J.D. Edwards had already been adopted as the ERP solution within another group subsidiary; therefore it made good sense for Sinclair to look at the same software, giving the added benefit of a uniform application across the group.

The solution

After detailed discussions between Sinclair and Prestige the chosen technology solution put forward was:

- J.D. Edwards OneWorld® (Finance, Manufacturing, Distribution and Supply Chain Management) modules.
- IBM iSeries (AS400) enterprise server due to the integrated database, server reliability and low cost of ownership benefits.

The benefits

Once the solution is fully installed, implemented and integrated into Sinclair International's business, the company will be able to deliver:

- Improved customer services
- Streamlined internal business processes
- Integral communication across the group
- Ability to access and share data through a common system

Why Prestige?

When any company decides to implement enterprise technology such as OneWorld, it is imperative that they are working with a supplier with proven capability to design integrate and supply the IT infrastructure to support such an investment. Appropriate attention to detail of the infrastructure can only be applied by a company that understands in depth the structure of the software being implemented. Failure to employ this level of understanding can lead to issues, delays and higher costs of implementation. Prestige has unrivalled experience and reputation in this field.



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