Amalgam Collection and Clarivos - Managing scalability with Amalgam Collection

The challenge

Amalgam Collection offers bespoke tailor-made models to any vehicle specification. These precisely detail the real car from the paint colour and interior trim, right down to the individual options and stitching on the seats.

Their data was being managed on Microsoft Excel and an internally developed system. Their system could not cope with their growth, and data integrity was a key issue. Their reliance on spreadsheets, and manual data, led to suboptimal insights and visibility of the business.

“We started making model cars in 1995 and started with Formula 1 teams. The company has grown significantly since that relationship started. So now we’re making models of Formula 1 cars, classic cars, modern cars - we’re making bespoke models for owners. We’re also a very globally based business. Both our distribution and production are global, and we are located in the UK, Europe, and Asia,” says Sandy Copeman, Brand Director, and Founder.

The company has experienced significant growth and as such required a system that could keep up with its expansion.

“We are a £10 million turnover business selling to 70 countries. We sell all over the world. However, we felt our growth was being restrained by our existing systems because of the level of manual duplication of work we were doing. We needed something more integrated,” says Sharon Gartshore, Legal Manager.

Amalgam Collection felt their systems were disparate and needed more seamless alignment as well as greater visibility of the business. They thus set out on their journey to look for an ERP solution.

The solution

After a rigorous selection process, Amalgam Collection settled on SAP Business ByDesign for its feature-richness, visibility, scalability, and its position as a Cloud system.

“We’re quite a complex business. We needed a system that would cope with the differences but still treat the core of the process and the very core of the process in a particular way so that we

ABOUT THE CLIENT

Amalgam Collection is devoted to producing unparalleled large-scale models for collectors and enthusiasts around the world that provide automotive inspiration for the home or workplace. Perfectionists, their models are deeply detailed replicating every aspect of the originals. Amalgam Collection is dedicated to achieving a level of accuracy, precision and excellence that raises the finished replica to a level far beyond anything previously created.

INDUSTRY

Automotive, Manufacturing

BUSINESS CHALLENGE

• Amalgam Collection’s data was being managed on Microsoft Excel and an internal developed system
• Their system would not sustain their growth, and data integrity was a key issue
• Their reliance on spreadsheets, and manual data, led to suboptimal insights and visibility of the business
• They felt their growth was being restrained by their existing systems because of the level of manual duplication of work they were doing
• They needed something more integrated

CLARIVOS SOLUTION

• SAP Business ByDesign for Finance, CRM, Manufacturing, Production
• Ability to support their complex processes and could draw comparisons between them to drive operational efficiency
• Potential to scale alongside the business, which is anticipating massive growth
• A truly global solution that could support localisation, and more
• Integration that could end reliance on manual processes and duplication of work

BUSINESS IMPACT

• Data in SAP Business ByDesign is a lot more reliable
• Amalgam Collection is saving time and effort
• Tripling efficiency in the VAT returns process
• Improved visibility across the business
• Traceability and returns processes are much more seamless and straightforward
• Full SAP Business ByDesign suite benefits from Production to Manufacturing
Amalgam Collection has immediately benefited from SAP Business ByDesign. With the system, they have better control and visibility of the business. Their data is now a lot more reliable, and they’re saving much more time which is now being spent growing the business. With this growth, they can now benefit from a scalable solution that will support their rapid expansion.

The value that Amalgam Collection has received from SAP Business ByDesign has been instant. Now that Phase 1 of the project is complete, they now have a centralised system, that is continually controlled, audited, that allows them to see any changes, and all their data is now completely traceable. As a Cloud solution, it is being used by their UK, Hungary, and China teams.

With SAP Business ByDesign, Amalgam Collection has better control of the business and better visibility of all operations. While Amalgam’s old system was agile and flexible enough for the business, there were a number of issues concerning data validation and audit trails. SAP Business ByDesign has given them confidence in their numbers and stock location.

The company is enjoying sizable growth and profit.

“Things are much better set up in SAP Business ByDesign. The data that we have is a lot more reliable. We’re saving a lot more time, which can be spent on steering our business towards the growth we’re after. To give one such example, I was spending 3 days doing VAT returns, and in that time, I’m doing three times as many, in half the time,” says Nadia.

“The visibility across the business is much better. We can now trace that returns process through, and we understand whether or not we’ve actually done what the customer needs us to do.” Amalgam Collection aren’t just using SAP Business ByDesign for Finance. They will be leveraging the full suite of Expenses, CRM, Production, and Manufacturing functionality to optimise growth and performance.

“Clarivos executed the first phase of the project entirely remotely, but this was completely smooth. All our communication across Hungary and China was bespoke, as well as the training sessions which were recorded making an already user-friendly experience that much more seamless. We envisage even greater efficiency across our Production and Manufacturing upon execution of Phase 2 alongside Clarivos,” says Nadia.

The future

Clarivos were very available and had an excellent understanding of our complex requirements. We had a lot of constant support right from the start. In the near future, we’re looking to grow to a £20 million turnover business. I can see SAP Business ByDesign growing with us as we do that. We’re very positive about our growth ambitions thanks to SAP Business ByDesign. We are looking forward to getting the most from our Production and Manufacturing in the future in the next phase of the project.
About Clarivos

Founded in 1996, Clarivos is a specialist technology consultancy that partners specifically with CFOs and the office of finance. We build trusted relationships by bolting deep business know-how and proven technology capabilities to our collaborative leadership values.

At the heart of our success is the recognition that building trust with clients is critical. We go to extraordinary lengths to understand the full picture, from the current challenges to future goals, while inspiring clients to become more visionary across the system landscape.

Breaking away from legacy systems and streamlining processes is a bold and increasingly necessary step. Choosing Clarivos ensures you have a partner with you at every step of that journey.

Together we deliver the optimum technology solution - grounded in pragmatism but always with an eye on innovation - the result? Innovative, Transformative Processes, and Technology - first time, every time.

We make complex stuff simple, reliable and transformational.

- 20+ years of Financial Transformation (Regulatory Compliance, Consolidation, Planning, Budgeting, Forecasting and Analytics is in our DNA)
- Innovation that makes a difference (Two decades of experience underpins Clarivos INSIGHT solutions with tailored, out-of-the-box functionality, designed to solve specific business challenges)
- 300+ successful projects delivered (Empowering the office of finance to gain insight, create value and drive decision making)
- Strategic software partnerships (Deep knowledge of leading ERP, EPM and Analytics solutions helps maximise the value of new and existing business applications)