



CALIBRE CONTROL INTERNATIONAL LTD

Food Testing Technology

Website: www.calibrecontrol.com

Location: United Kingdom

Integrations: DEAR API , Xero

CALIBRE CONTROL INTERNATIONAL LTD
USED DEAR INVENTORY SOFTWARE TO
FOCUS ON THE NUTS AND BOLTS
OF THEIR NUANCED OPERATION

THEIR STORY

Calibre Control began in 1988 under the leadership of David Cliffe. Since passed to his son, the company remains a sizable presence in food tasting technology.

Laura Platt is currently the operations manager at Calibre Control, and has been for over 7 years. She is responsible for the efficient flow of all Calibre day to day activities, which plays into exactly what DEAR inventory management improves. We spoke with Platt and her experience integrating DEAR. How has the software helped her company improve on providing its 5 main tenets- accuracy, speed, ease of use, cost effectiveness, and regulatory approval.



KEY CHALLENGES

- **Improve efficiency** to allow the company to grow in its core client tenets.
- **Transition out of SAGE** and into DEAR seamlessly.
- **Keep suitable stock levels.**

KEY SOLUTIONS

- **Ability to easily log batch numbers.**
- **The addition of multiple modules** for inventory and purchasing.
- **Comprehensive report** functions.

KEY RESULTS

- **5 hours** of time saved a week.
- **A more flexible platform** than what the team had before in SAGE.
- **More intelligent data reporting.**



THE CHALLENGES

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Interestingly, Calibre already had a reasonable system in SAGE. The original challenge began with how the team was going to remove SAGE and integrate DEAR without any loss of data, inaccuracy, or interruptions.

Thankfully, it seemed to work out fine. When we asked Platt about the installation process, she was enthused. "It was relatively easy, we had a lot of data to cleanse when moving from SAGE but the import of data function in Dear was very helpful."

She also utilized the support to make the transition even easier. "Yes I used support on a regular basis, I still do." But she was not above asking for additional help. "I did



use a consultant 'Run your business online' for most of the set up through."

The team had other small issues relating to logging batch numbers, keeping appropriate stock numbers, and developing accurate and helpful reports.

THE SOLUTIONS



“On a day to day basis we use sales orders, purchase orders, inventory modules, I find them very easy to use as does the team. I use the reports a lot especially at the end of the month to see how we have done.”

Many of these issues were addressed quickly. It seemed to begin with the stock levels. Platt responded resolutely. “We have managed to make the products low on stock report work well for us to keep our stock levels where they should be and therefore improves our customer service massively.”

This led directly into the need for real-time insights, which was a notable challenge for Calibre. Fortunately, the feature has given the company a freedom they never appeared to have before. *“We find the dashboard very helpful to see which products we are selling most of and where we are with sales. I have also adapted a report to show sales by region which shows us which areas need more focus or where the business is.”*

Platt knew exactly how to tackle the project and what needed to be done.

THE SOLUTIONS

The integration of multiple different modules has also given Platt and her team the resources to streamline efficiency. “On a day to day basis we use sales orders, purchase orders, inventory modules, I find them very easy to use as does the team. I use the reports a lot especially at the end of the month to see how we have done.”

Platt was particularly enamored with the reports function. “The feature allows us to look at a lot of things at a glance e.g. sales of products to customers.” She continued. “It allows us to do purchase and gap analysis. Products low on stock allows us to do re-order reports to keep stock levels where they should be.”

This is a paramount feature, and one that has seemed to shift the paradigm for Calibre behind-the-scenes.



THE RESULTS

Perhaps the most immediate impact of DEAR was in the reporting. Calibre had concerns with providing relevant reports, but this seemed to be remedied after installing the software. "DEAR is a lot more flexible than SAGE, the reports are better and the data is more intelligent. We find it very useful that we can log batch numbers, expiries and serial numbers for stock."

This allowed for a much more streamlined approach to both tracking and pulling data. Not only did the data become easier to retrieve, but also much more helpful and "intelligent."

But it often comes down to the one main issue we all have to face- time. Platt was concise. "I have a lot more time to focus on other business areas now that Dear saves time."



When probed about exactly how much time, even we were impressed with the answer. "A lot of time! Probably around 5 hours a week collectively if not more."



THE RESULTS

This is time, right in the pocket, opening the door for new possibilities.

Calibre Control International Ltd managed to tackle all their challenges with resounding success. Laura Platt improved the business by taking charge and actively adding key modules. She was able to harness the power of superior data reporting and develop a plan for retaining appropriate stock levels, accurately and easily.

All of this with the addition of software that speaks her “language” – better, faster, smarter.





IS MANUALLY MANAGING YOUR INVENTORY AND FULFILLMENT PREVENTING GROWTH?

Leverage the power of multi-module DEAR Inventory Management software to take your business to the next level. We keep the moving parts of your business all in one location, while automating time consuming tasks, whether you are in retail, wholesale, or manufacturing.

Visit www.dearsystems.com to begin a 14-day Free Trial.