

Keeping Tighter Control of Business at Daragh McGlynn Ltd

About Daragh McGlynn

Daragh McGlynn Limited was founded in 1992 as a specialist product provider. Since then they have become synonymous with the introduction of innovative products for quality control including HACCP to the Dairy, General Food, Industrial Microbiology and Regulatory markets throughout Ireland. In line with ever developing European Legislation in relation to food safety it is the company's policy to provide customers with the best solutions available and back them up with a comprehensive level of technical service and support. Daragh McGlynn Limited employs 4 people at their offices in Sandyford in Dublin.

Daragh McGlynn Limited has implemented Sage MMS to manage the accounts and stock management functions of the business and to provide complete traceability of individual items from supplier through to end user.

"We had problems with stock control and stock taking procedures," explains Daragh McGlynn, Managing Director of Daragh McGlynn Limited. "Now stock is automatically updated through the sales and purchase order processing routines. We can now also email statements, invoices, and purchase orders which is saving us a lot of time and money."



Daragh McGlynn (left), Managing Director of Daragh McGlynn Ltd, and Sinéad Hayes, Sales & Marketing Manager. Advent.

Daragh McGlynn Ltd selected Advent as its technology partner and Advent has responsibility for software, implementation services and support.

Advent installed Sage MMS Commercials Suite, which allows Daragh McGlynn Ltd to manage stock, which is a critical aspect of the business. Purchase Order Processing also ensures tighter control, where items may be ordered but not delivered for several months. Sage MMS provides complete visibility enabling Daragh McGlynn Ltd to accrue the costs for outstanding Purchase Orders. It also simplifies the process of chasing up outstanding orders with suppliers as the system displays clearly all orders that are awaiting delivery.

**An Advent Case Study
(cont'd.)**

The Solution

“We are in a very high tech area of the business and we have to send out equipment for evaluation but food companies and dairy companies”, continues Daragh. “Previously we had no automatic way of keeping track of where items were but with Sage MMS we can keep much tighter control of where everything is”.

The Traceability feature in Sage MMS caters for either batch or serial numbered items. Serial numbers are used by Daragh McGlynn Ltd for a number of high value products, while batch numbers are used for high volume consumable items. When using batch/serial numbers, users at Daragh McGlynn Ltd enter a batch/serial number at the point where they are entering the goods received information as part of the purchase order process. Once received, the stock system then shows that a certain quantity of stock has been received from Supplier ABC with Batch/Serial Number XYZ. In the Sales Order Processing module, users can then select an allocation of stock from single/multiple batches or select an item with a unique serial number.

“Reports and enquiries are available in MMS for complete visibility and traceability of batches and serial numbered items”, says Daragh.

The next phase for Daragh McGlynn Ltd is to implement hand-held applications for deliveries and sales.

“Sage MMS is helping us enormously”, concludes Daragh. “It is very easy to use and is Windows based and we like it.”

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