



Dataflow Case Study Engineering



Matcon use the Dataflow Project Accounting Solution to control and protect their margins on fixed price projects

“There are many good Financial Accounting systems in the market for manufacturing and retail businesses, but only one good system for Project based businesses who want to monitor and control the expected final costs on their projects. That is the Dataflow Project Accounting system”.

Company Background

Matcon specialise in providing ‘Lean’ Production solutions to Process Industry customers who process powders or granules. Matcon’s solutions are used in a wide range of industries, such as food processing, pharmaceuticals, plastics, chemicals and detergents with customers including Heinz, Nestle, Pfizer and Unilever, to name but a few.

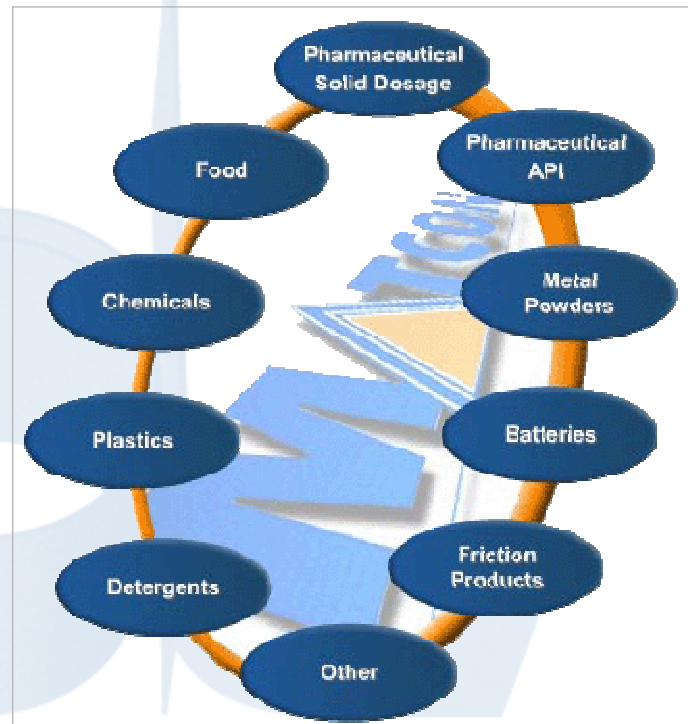
With more than 25 years experience, Matcon are a truly international company with offices in the USA, UK, Germany, Japan, Australia, Sweden, Netherlands, China, Spain and France. Their systems are used in process plants all over the world.

Managing growth and business complexity

Matcon have seen growth in business and profitability since they started trading in 1980. This success has come about through good technology, good business management and above all, satisfied customers.

Matcon has been a Dataflow client for 24 years and to manage their planned business growth in an increasingly competitive global market, they undertook a review of their business systems with the objective of streamlining processes to more effectively manage the life-cycle of contracts across the business and maintain tight gross margin control.

For Matcon, it wasn’t just a case of updating their old financial accounting system. They needed an integrated solution that would replicate the project-specific functionality within their in-house developed Job Costing system for managing sizeable, one-off projects.



Having undertaken a wide-reaching evaluation of Financial and Job Costing systems, they found very few products that could match the specific project-focused functionality they required.

John Aird, Chairman at Matcon

“We knew that a generic accounting system would not meet our project-specific needs. Through our evaluation process we found that the few Project Accounting systems available primarily focused on service-based organisations, where time-recording and billing were the priority. We needed a solution that could clearly manage the type of complex contracts we undertake.



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John Aird continues... *Most project costs are already entered into the Financial ledgers, but you need to look at these transactions in a completely different way for Project Cost control, and you need to include costs to which you are committed, but which have not yet been entered into the Financial ledgers. You do not want to have to enter transactions a second time in a separate cost ledger."*

Project visibility across the business

The business process for Matcon involves capturing data from initial enquiry, quotation and order through to production, delivery and invoicing. Each contract is different and there are multiple internal and external stakeholders involved at each stage of the project who all need access to accurate and time-critical information.

Through a rigorous selection process, Matcon reviewed a range of systems including Access, Exchequer, Sage, SAP, Deltek and Epicor. They chose *dataflow* because of the breadth and depth of functionality to manage their complex processes, and the power of its Customizer module, which allows the system to be adapted without altering the underlying source code.

Matcon now have a fully integrated solution that enables them to monitor projects in detail from initial Enquiry through to Project Completion and maintain tight gross margin control of all contracts. The Excel Web Reporting tool gives them a streamlined management information process that allows both in-house and remote users to analyse and present reports in the relevant format.

John Aird concludes: *"In our business, the key issue is to achieve or exceed the estimated Gross Margin on our projects. We need to focus on expected final cost of the project and spot any possible cost over-run as early as possible when we still have time to do something about it.*

It is disastrous to take too much profit too soon on a project and then be hit by a cost overrun at the end. You lose the profit you were expecting to make, and you have to write back some of the profit you have already taken. dataflow Project Accounting helps you avoid this".

BENEFITS:

- ◆ Eliminates duplication of processing – all data entered once only
- ◆ Faster, better quality management information at summary and detail level
- ◆ All Project costs captured for accuracy of projections
- ◆ Flexible project structure to cope with simple or complex contract processes
- ◆ Cost and Gross Margin figures always in view
- ◆ Flexible Cost and Revenue Recognition
- ◆ Streamlined processing through integrated CRM, CAD, Bill of Materials and Timesheets

Darius Mogtader, Managing Director of Dataflow UK, comments, "We are pleased to have the opportunity to provide Matcon with an end-to-end solution that controls their business processes, on time, on budget and at a lower cost than other suppliers who claim to offer a similar solution".

Dataflow's Management Systems are already helping many companies to realise their true growth potential through streamlining their business processes. If you would like further information, please contact us on 0845 456 1020.

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