



## Dataflow Case Study Haulage Industry



## Dataflow transports haulage company to financial efficiency

**Multihaul from Dataflow (UK) Limited provides Total Cargo Services with a complete solution to manage traffic and accounts data in one system.**

Total Cargo Services Ltd provides haulage and freight forwarding services between Belfast and the rest of the UK and Ireland. Operating out of Belfast-based offices, the company runs 11 tractor units with 70 trailers and employs just over 20 staff including 11 drivers, generating an annual turnover of £5m.

To manage financial information Total Cargo Services previously used Dataflow's dBFLEX (widely acknowledged as one of the most versatile accounting systems available at the time) alongside a separate haulage system. Moving forward, Total Cargo Services wanted to integrate their haulage system and accounts to streamline administrative processes.

Alana Bryson, Financial Director at Total Cargo Services explains: "We ended up in the situation where we had a transport package that was no longer supported and was starting to give us problems. We approached Dataflow to see if they knew of any transport packages that would link with dBFLEX."

### Dataflow's support and Multihaul software provide the best option for Total Cargo Services

Multihaul from Dataflow offered an obvious solution to the company's needs, and it was this system which Total Cargo Services chose, having assessed a number of alternative solutions. As with all software implementations they undertake, Dataflow's Project Managers were able to work very closely with Total Cargo Services to identify key areas to focus on, and it was this which impressed Alana Bryson over and above the other software solutions on offer: "We looked at a few packages and felt some of them were a bit restrictive, but with dataflow we had the opportunity to adapt the system to exactly suit our needs."

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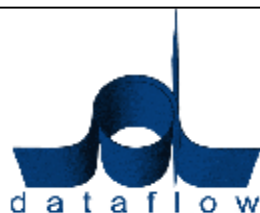


Alana had also valued the standard of support Total Cargo Services received working with their previous system: "We always find the support and response to queries and problems we receive from Dataflow happens very quickly."

Total Cargo Services were impressed at the speed and efficiency of the implementation process. According to Alana, "Implementation ran very smoothly and only took a few days to be up and running, for both the main installation and to adapt the system to our business requirements."

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Having integrated the processes previously carried out by two systems, Total Cargo Services can now maximise load efficiencies, as Multihaul gives easy access to detailed information about allocation of vehicles, trailers and drivers. Back Office Accounts are fully integrated with the Traffic Office and information can be analysed to provide profit and loss by job, vehicle or trailer.



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An additional advantage of implementing Multihaul for Total Cargo Services was that the system retained many of the familiar design functions of dBFLEX, whilst taking advantage of all aspects of the Windows environment, so the systems' 10 users (4 users in Accounts and 6 in the Traffic Office) found themselves on familiar ground. The traffic screen is easy to read and can be simply customised for each individual user.

Inputting into Multihaul can be done in several ways; loads can be free typed, input from contracts or from

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lists of standard descriptions that are built up by the user. Invoices can be automatically produced once a job is complete and can be reproduced at any point in the future, as the system retains

data on jobs processed for as long as it is needed. Multihaul also provides for easy recording of information relating to the Working Time Directive.

### **dataflow Multihaul cuts invoicing time in half**

Since the upgrade to Multihaul was implemented two years ago, Total Cargo Services have found the straightforward nature of the system has resulted in significant time-savings, cutting the time spent each day on inputting invoices in half. According to Alana, "The system is a lot quicker in terms of response speed with inputting and queries and is a lot simpler to use. The savings we had were in the region of 2 hours per day each for two members of staff inputting sales invoices and also purchase invoices and allocation, so there was a total time saving of 4 hours per day for this work. We have seen a vast improvement in the creating of sales invoices and the passing, posting and allocating of purchase invoices, which has freed up time to help in other areas."

Total Cargo Services have also found the reporting functionality offered by Multihaul a key benefit, both when generating annual reports and more frequently required information from the system. Alana notes; "It allows us to do monthly figures and we find it very useful at Year End for accruals for sub-contractors, for example".

Continuing to improve their business, Total Cargo Services are planning to achieve more from the functionality

Multihaul has to offer. "We still have a few changes we plan to implement with the system, which will allow us to get even more time and efficiency savings", comments Alana. Multihaul is giving Total Cargo

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Services a complete system from which to manage the haulage and freight forwarding business as it continues to grow.

Dariusz Mogtader, Dataflow's Managing Director, pointed out the benefits of having an integrated system for the haulage industry. "We are pleased that Total Cargo have benefited from the increase in efficiency that all *dataflow* users experience, because so many processes are automated. Also, because the system is capable of unlimited expansion, the software will grow with the company".

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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