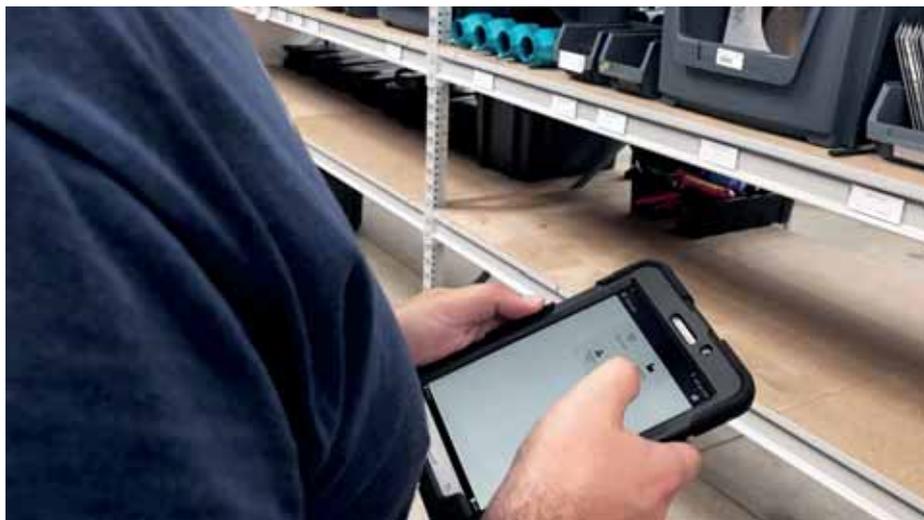


Mako surfs through implementation of 123insight MRP in just two weeks

Mako Board Sports Ltd, based in Semley, Dorset, manufactures the Mako slingshot jetboard. As part of Gilo Industries, Mako was founded in 2017. Sister company Rotron Power, who manufactures the motors for Mako, had already been successfully using 123insight, so upon the foundation of Mako the direction was clear.

Supply chain manager, Richard Bromley says: "Our sister company Rotron had been using 123insight MRP software for many years. When it came to looking at using a similar system for Mako, it was a foregone conclusion to use 123insight. Because of the history of using the system, we knew the benefits of it and how we could adapt it for our company."

The company set about designing the structures and workflow for the business and started implementing late in 2017, with training scheduled for the second week in December. Operations manager, Adam Collins noted that, although they had experience of 123insight's capabilities through Rotron, Mako had higher aims: "The short-term aim was to use it as Rotron did, so you just knew what was in stock. But we knew from the inception of this business that we wanted to capture all of the data. It would capture everything from when that raw material comes in, right through to the



build, along with the resource you need to carry out that build. We could also capture all of the data around clocking on/off, giving us the time to build the boards. We're trying to collect 'big data' from all of the different environments that we work in, bringing it all together, look at what we do, how we do it, and how we can improve. If we can improve it, we can make ourselves better, faster, cheaper and more profitable."

Richard Bromley adds: "It helps splitting the project into short term and long-term goals. Short-term was essentially what we needed to do to get the ball rolling with the system and how we wanted it to work, so data capture and stock control were the initial first thoughts."

Staff attended the six-days of no obligation training, on the understanding that if they decided not to move ahead with the system they could walk away with nothing to pay. Although Adam Collins didn't attend the training himself, he still felt

the benefit of 123insight's training methodology.

Mako planned to implement and go live in under two months, but Richard Bromley had other ideas: "We were quoted by our customer care manager that it would take about 6-8 weeks, but we wanted it done by the end of the year. We basically had 3-4 weeks in December to get it built and running. In all honesty it was actually quite simple, mainly because our company was new. We had no pre-existing system in there, so we were starting fresh with 123insight."

The company went live on 22nd December 2017, just two weeks after commencing training.

As both Rotron and Mako are based at the same location they also share a server, with one benefit being that they can share licences between companies, in addition to being able to increase or decrease licences on a monthly basis as required. 123insight's



service and repair functionality has also proven useful.

The company implemented Shop Floor Data Collection (SFDC) across the shop floor, installing barcode scanners in production, store and despatch and allowing staff to clock on/off of works orders. Richard Bromley was surprised at the quality of data that it delivered: "There's a difference between predicting, recording with pen, paper and stop watch, and actually scanning to a works order. The difference between that is massive and it's a lot more accurate to capture it that way. It also means that you get the product built quicker. We can report back to sales that the lead time is now X and it's a more accurate representation of what it will be, whereas before it was more of a guesstimate."

Mako is aiming to implement ISO9001 and 123insight's advanced serial tracking will be instrumental in this. The serial number of the board is entered on arrival, with other serialised components added during manufacturing. It's then very simple to track what items were included in which board, or which boards include a component from a specific batch.

Many customers visit the Mako facility, so



it's important that the image of quality and control is visible throughout the business. Mako now display KPI (Key Performance Indicator) information throughout the facility, on screens, via a PowerPoint presentation that draws live data from 123insight's SQL databases.

The company also extends 123insight's reach to its website, using Solweb's Web Portal. This allows for complete e-commerce capabilities and for live stock information to be displayed on the website. When orders are placed, a sales order and customer data are automatically transferred to 123insight.

A few months after going live, Mako opted to implement 123mobile, an

iOS/Android app that allows users to manage stock and shop floor labour bookings on a tablet, this has been invaluable during setup of the new stores facility. As part of its continual streamlining of production processes, Mako is moving from 'project' manufacturing of boards and sub items together through to batch manufacturing.

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