

Great Improvement in Compliance, Traceability and Profitability at the Embeck Group with Implementation of OneFit Software® Solution

Speaking to Jill Scott, dynamic co-founder of the Embeck Group, it is evident that she has her finger firmly on the pulse of this successful produce and catering organisation. One of the reasons for this, according to Jill, is the group's use of OneFit Caterer® software from Logma Systems Design Ltd.

Original Produce Company (OPC) and Quality Food Supplies (QFS), both part of the Embeck Group, moved over to OneFit Caterer® in March 2016. Logma was recommended to Jill after she found that the updated version of her old system from a previous supplier didn't provide the accounting functionality that she required.

Five years ago, having chosen to upgrade their out-dated system, R & J went live on Logma's OneFit Software® Solution.

"I have never been as 'on top' of sales, turnover and profitability as we are now with the OneFit system" enthuses Jill. "We input the daily prices and currencies and it automatically calculates how much margin we are making on every customer, for every delivery.

Before OneFit, we had to wait for the quarterly accounts in order to receive the accurate figures. I can tell immediately if an order has been calculated at a loss, so we can correct it before it goes out of the door. Equally, if prices go down, we can give that difference back to our customers."



OneFit® has streamlined the picking operation by the introduction of the OneFit touchscreens and weigh scale software at the picking stations. Orders are picked in real time from an onscreen display, reducing paperwork. Catch weights are automatically captured by OneFit® from the integrated weigh scales improving efficiency, ensuring accurate billing and updates to stock levels and presenting weights for vehicle loading control.

In fact, Jill estimates that the accuracy of the reports she now has access to has enabled QFS and OPC to **increase gross profits by an additional 2%**. And the information provided by OneFit Caterer® enables Embeck staff to take on more responsibility for the company book keeping, leading to a reduction in fees paid to an external accountant.

Moving over to OneFit from a system that has been used for over 12 years naturally takes some adjustments. After the initial installation, Jill noticed a few inconsistencies in the customer pricing structures. A quick call to the Logma team soon resolved them. This is one of the things that Jill values most about using OneFit Software® supplied by the Logma team.

Compared to our old software supplier, **I can't believe how responsive the Logma team are**. You send a query, it's logged within 10 minutes and generally resolved within a day. Nothing seems too much trouble for them."

Compliance is key in this industry, and Logma's software has provided another less obvious advantage for the fleet of 25 vans. As well as using OneFit Caterer to plan schedules for each van, the weight of the deliveries is automatically generated for each load. This means there is no risk of overloaded vans going out of the depot.

Whilst switching software provider can feel like an unwelcome change, Jill has actually noticed several very positive benefits for the team.

"It has streamlined all of our processes. We've got **dashboards for all of our key parameters**, and the night staff know exactly what they're waiting for when the new deliveries come in.

I estimate that every member of staff responsible for keying in tickets now saves 5-6 hour each week, just by not having to repeat the same codes every time"

In addition, the system automatically calculates bulk orders. For example, the warehouse staff now know how many full boxes of broccoli they need to load onto the van for each set of customer orders, compared to the previous system where they had to manually calculate this from each column. This **saves them time and reduces the potential for errors**. You get the sense from Jill and business partner John Bell that there is an enthusiasm to use all of the functionality that OneFit offers.

"We have a vast array of reports at our fingertips that we never had before and although we aren't yet using the system to its full potential we know it includes every function we require. **I know that I can do far more with OneFit** regarding credit control, and that's my next step" concludes Jill.