

Case Studies

Beauchamp Clark

“ The de Facto Solution for Horticulture ”



Customer Profile

With almost a century of expertise behind them and from three sites in Kent, Beauchamp Clark is a substantial supplier of a wide range of plants and trees to the amenity markets. This sector includes local authorities, developers and landscape contractors.

Along with half a million container grown plants and trees from their 15 acre nurseries, each year Beauchamp Clark source additional items from specialist suppliers to provide customers with a 'one-stop-shop'.

As traditional Sage software users, Beauchamp Clark had been using Sage Sovereign until 1997. Frustrated by the limitations in the [stock](#) and [order processing](#) modules, Beauchamp Clark sought a more flexible solution to provide better business information and include special features, such as, [back-to-back](#) trading, flexible [units of measure](#), price lists and full [traceability](#) of stock using Plant Passports.

Before selecting the de Facto system, Beauchamp Clark considered several other accounting systems, ranging from large traditional packages through modern solutions which are - like de Facto - designed especially for the Microsoft Windows environments. The de Facto product was found to be a good fit for the company's business requirements and promised a range of features to cover their specialist needs.



■ Required - A System To Deliver Superior Business Information!

In May 1998, Beauchamp Clark placed an order for a [multi-currency](#), multi-warehousing version of de Facto, and implementation and configuration commenced for the six departments involved.

Max Clark, partner of Beauchamp Clark said:

“ We had been running Sage for many years and were looking for a package offering greater flexibility and superior business information than had previously been available to us. ”

De Facto delivered a powerful solution which includes features such as The Plant Passport - essential for businesses such as Beauchamp Clark. Shrubs and trees are required to have full traceability from the grower to the end user - this system is then monitored by the Plant Health Seed Inspectorate (PHSI).

Key Achievements

- Office efficiency has been improved in multiple ways.
- The [Product Expediter](#) enabled improved distribution planning.
- Customer impressed by De Facto's end to end [support](#).

Back-to-back trading is also very important. Beauchamp Clark have to source items for complete orders and this function allows a prompt and efficient response to customers' requests and cuts down the data entry time for the office staff. Sales orders are entered and maybe converted to one or more purchase orders. A list of suppliers is made available with the preferred company given priority for individual products.

■ The de Facto Suite Delivers Multiple Benefits

Max Clark said:

“ The Product Expediter is invaluable in aiding distribution planning. We can view the status of individual order lines to ensure the customer is accurately informed of their order progress. ”

Beauchamp Clark has found that the de Facto software has many features which have helped them improve office efficiency. It assists in monitoring any customer complaints, and handles account queries with drill-down and around features, allowing staff to give a prompt and comprehensive answer to customer and supplier questions. They have been impressed by the way De Facto has worked closely with them to provide a solution tailored to their industry and business needs, without altering the standard de Facto product.

With a full upgrade policy, Beauchamp Clark has been able to take advantage of the ODBC capabilities within de Facto, to allow interrogation of business data from third party report generating software.

From initial contact with De Facto, through the 'painless implementation' process, to the informed and responsive on-going support, Beauchamp Clark have found De Facto to be a professional and forward-thinking company.

Visit the website of
[Beauchamp Clark](#)

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to find out how de Facto S5 can deliver a powerful, flexible and easy to use solution to your business system needs!

Tel: 01473 417 200

Powerful Solutions for Multiple Markets

De Facto Software provides business driven Accounting and ERP solutions to wholesalers, distributors, manufacturers, packers and suppliers throughout the UK.

de Facto S5 incorporates integrated Financials and Accounts, Logistics, Production, CRM, eServices, Business Intelligence, WMS, EDA and Costing facilities, in one powerful solution. Deploying the system typically delivers significant customer gains in such areas as productivity, cost advantage, management awareness, and competitive edge.



Power



Flexibility



Ease of Use

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