



# CASE STUDY: Energy Technology & Control (ETC)

## About Company

Energy Technology and Control Ltd are a global leader in combustion control technology. They design and manufacture innovative electronic burner controls for industrial applications that cut energy costs and emissions.

Their products are manufactured in the UK at their Lewes-based HQ and Manufacturing Centre. They have Management Offices, an R&D Centre, and manufacture and test all their products in-house. Their Manufacturing Centre also contains their Inventory Control System, Stock Zone, Packing & Dispatch Zone



**Location**  
 UK



**Size**  
 10+ employees



**Industry**  
 Industrial Burner  
 Control Technology



**Main Services**  
 > Stock Management  
 > Manufacturing  
 > Sales  
 > Purchases



In November 2022 we upgraded to Caliach Vision v6.0008 as part of our business systems upgrade programme. As a small business we need to have a robust MRP platform for the business management of our manufacturing processes.

We strongly believe that the versatility and new features now included within the Caliach Vision platform will greatly assist our future growth in the coming years."

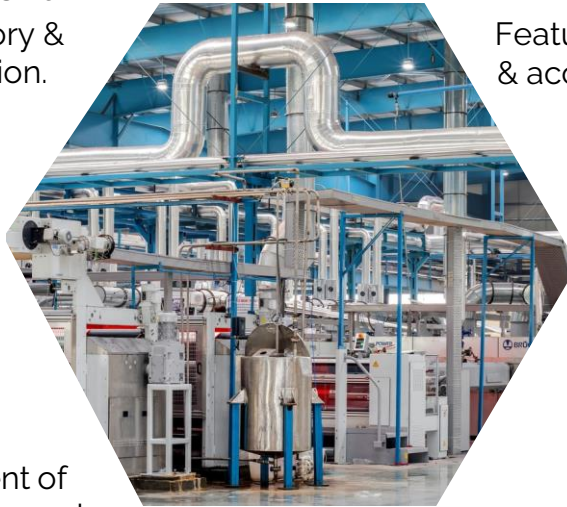
**Julian Newton-Turner, ETC Manufacturing & Supply Chain Manager**

## Caliach Vision – Main Features used

### Standard Features

#### Stock Management

Comprehensive inventory & work-in-process valuation.



#### Sales Orders

Features to aid administration & access to sales information.

#### Bill Of Materials

Minimising inventory levels & improving flow.

#### Purchase Orders

Simple processing, instant access to information.

#### Work orders

Conversion management of materials into goods for resale.

#### Database Management

Integrated contact management facilities.

### Customised Features

#### API Integrations - Xero



#### Training & Support



#### Reporting



#### API Integrations – Xero

To create an automated finance process, Caliach provided coding and integration to Xero. Invoices were created in Caliach and automatically transferred to Xero.

#### Training and Support

- Personalised, hands on support by a UK based team of expert developers who use Caliach themselves.
- ETC received support specific to their setup and requirements. This was a major factor in their deciding to proceed with Caliach.
- Training and ongoing support provided as part of subscription packages.

## Caliach Vision – Main Features used

### Customised Features

#### API Integrations - Xero



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#### Reporting



#### Reporting

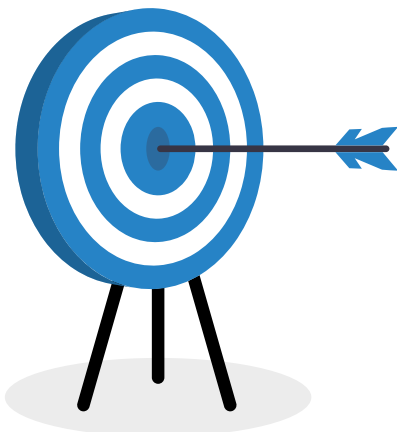
Created specific fields that regular reports don't offer.

Unique reports were created just for them including their unique, specific fields. For example, viewing monthly margins for Financial Reporting purposes.

More about customisable reporting:

- Extensive and flexible reporting and analysis options simplify monitoring of key performance indicators and ensure total business condition visibility. Security is assured through hierarchical access privileges, with password validity control and encryption.
- Extensive options for reporting and listing data including custom searches, integrated custom designs, Ad Hoc reports, ODBC external data access, and more.
- All reports can be sent to the printer, preview, screen, clipboard, spool to disk, HTML and RTF files and as direct email via the Internet.

## The Results



**Over the last few years, Caliach Vision has allowed Energy Technology and Control Ltd to grow their Annual Turnover to over £3M !**

#### Time and Cost Saving

The **automated Process** has reduced time and resources considerably and cut administration costs.

Less staff is required to complete tasks for stock locations or information and all data is available at any one time.

## About Caliach Software

### **Our ERP is highly customisable!**

We Provide:

- Personalised customisations to expand and extend the functionality and reporting capabilities of the software.
- Unlimited extension and modification.
- Customised range of manufacturing and management reports suitable for the SME.
- Focus on the individual excellence of each and every client.

### **Caliach is both Multilingual and International.**

- Our software is adaptable across multiple languages and is used all over the world
- Textual data can be translated into any number of languages supported by Unicode characters.
- Reports and documents can then be produced in those selected languages.

### **Time-Saving and Cost Effective**

- Our bespoke ERP fulfils all your business requirements, while still being more cost effective than multi-scale, global enterprise solutions.
- Our exceptional inventory management lead to lower stock levels and reduced stock-outs.
- Training and ongoing support provided as part of subscription packages.
- The greater efficiencies provided by Caliach ERP result in lower staff and admin costs.

### **Intelligent and Intuitive Software**

- Ergonomically designed interface for maximum productivity.
- Operates under Microsoft Windows and Mac, latest software, and versions.
- Flexible multi-mode operation can support your lean, agile and other business development initiatives.
- Unrivalled data entry. Universal context-sensitive capability to drill-down for detailed data.