



## When a business relationship just clicks

OneFit gives Nutrition Group increased efficiency at the touch of a button.

When John Atkinson, Operations Manager at Nutrition Group plc, was first introduced to Logma in 2014, he thought he knew what to expect.

“Over the years I have had many IT companies trying to sell us software. Generally, it has not been suitable or necessary for our needs, so was sceptical when meeting Audrey from Logma for the first time. However, I liked what they looked to be offering and **my initial impression was that they could be a good local company to work with.**”

At the time, the Company’s most pressing requirement was for a Corrective and Preventative Action (CAPA) system to offer better control of issues within the business. Logma’s OneFit CRM/CCF module provided the solution. “At that time, we didn’t have a very robust system,” John says. “However, now with software designed to do the job, **we have more control of our CAPA system ensuring that all points are actioned and dealt with efficiently and effectively.**”

Nutrition Group always intended this system to be the first step in an integrated enterprise solution. As the UK’s fastest growing contract supplement manufacturer within the Sports Nutrition and Health Supplements market, the company had opened a brand new, state-of-the-art manufacturing facility in Blackpool and was looking to build on this investment in the future.

The project really started in earnest in mid-2016, with Logma’s end-to-end solution based on a versatile combination of OneFit modules – some lightly tailored to Nutrition Group’s needs, others incorporating more bespoke work to match the unique nature of their business.

One of the latter, specialised areas was the new Formulations system. “When we get an enquiry from a customer,” says John. “We are now able to handle it twice as quickly as before and that’s quite a saving for us – halving the time it takes to do the job. **The documentation we can produce at the enquiry stage is much more professional and gives us an edge,** with product specifications produced automatically and the allergen reports generated at the touch of a button. Then, when the quote is accepted, the formulation can be uploaded to the live system automatically, ready for Production to manufacture the products.”





Production planning is another area in which John has been impressed by the bespoke adaptations that Logma have been able to provide. “The touchscreens are helping to maintain the production plan in a live environment that can be updated at any time throughout the day at the touch of a button, reducing planning costs, providing better control of our processes and improving our customer service as we are able to respond faster to enquiries”

Although the OneFit implementation still enabled Nutrition Group to utilise quite a lot of their previous processes, John points out that this was still a large project, which could have a serious impact on his company. “To a degree we were placing the successful operation of our business into Logma’s hands. It was difficult to know before starting the project that it would be a success but we spent time with Logma building trust and were confident that they would deliver – and they did all the way down the line”

**“They’ve been very professional, very helpful, extremely accommodating, and that makes all the difference.”**

The project launched in March 2017 and did so very smoothly, John says. “Logma were here the week we went live to resolve any issues, but there were none of any consequence. The testing that Logma and ourselves carried out prior to go-live ensured the smooth transition from our old system across to the One Fit software without any delays to our production operation which was critical to us. **Now we’ve been operational for more than six months, everybody is happy with it.”**

“Initially, of course, some staff were concerned about the new software but with the training provided they quickly started to see the benefits it brought and all are now positive and pleased with the improvements it has given us”

In fact, the project has already shown quantifiable financial benefit, with **a significant ROI even at this early stage**. And with the OneFit solution in place, the company has the structures, capacity and adaptability to sustain continued growth.

“Now we are keen to look at where else **we can use the software and Logma’s skills to further increase our efficiencies,**” John adds. “For example, we are looking to use a web portal for suppliers to update component delivery dates, which will automatically update our purchase orders, reducing the time we currently spend chasing supplier delivery dates and manually updating ourselves.



The main reasons we chose the OneFit software was due to it being an off the shelf product with a proven track record combined with Logma’s ability to add bespoke elements tailoring it to the specific needs of our business over a period of time.”