

Case Studies

Lesta Packaging

“ Integrated ERP for a rapidly expanding Packaging Operation ”

LESTA Packaging PLC

Customer Profile

Founded in 1974, Lesta Packaging utilise the latest technology in fully automated facilities in the Far East to manufacture their products. Their new multi-million pound warehouse in Leicester is centrally located to service the whole of the UK. Lesta Packaging serve both the worlds most exclusive brand names as well as a vast range of more modest names, each of which receives the same attention to quality and efficiency of service. Lesta Packaging are ISO 9001 : 2000 certified.

Lesta Packaging supply a wide range of packaging products, such as printed polypropylene and polythene bags, carrier and paper bags, plastic disposable foodware products, microwave and aluminium containers.

Key Achievements

- Efficient management of production specifications using S5's **Extra Fields** feature.
- **Sales Quotation** feature gives full accessibility to transaction history and pricing details.
- **Landed Costs** enable the visibility and management of all associated importing costs.

Needed - A Future-Proofed Solution, with Immediate Benefits !

After some 30 years of continuous growth, Lesta Packaging were due to move into their new multi-million pound warehouse in May 2004. Seizing the opportunity that this presented to upgrade their business management systems, they investigated the market for a new, integrated ERP solution. Their existing disparate products which had served them well in the past included a Unix based menu driven Financials system, and a separate Access database for Stock Control. But with such rapid growth, they now needed a solution which could not only be quickly and easily **implemented** for immediate productivity, but one which would future proof them for years to come.



■ Design and Production Specifications using Extra Fields

As a broad range supplier of packaging products and carriers, Lesta Packaging produce both standard and bespoke products. Though manufacturing takes place in the Far East, they are responsible for the full design specifications of the end product (as well as for any finishing done in the UK). As such, they use de Facto S5 for managing the product design specifications. Utilising the powerful **Extra Fields** features of S5 enables them to not only record all the details of the product specification, and any artwork changes and such like in an efficient manner, but also all transactional details such as repeat orders in an easily accessible format.

Reporting and documentation within S5 is powerful and precise, and allows Lesta Packaging to keep a close eye on their Financials and Costings, both of which are absolutely vital in their marketplace. With high set up costs on production runs, buying in stock to offset shipment charges and variable materials prices in volatile markets, S5 is the ideal tool for managing low profit margin product lines in these conditions.

■ Sales Quotations with Full History Accessibility

S5's [Sales Quotation](#) feature is heavily utilised by Lesta Packaging to record details into the system from telephone enquiries. It enables them to maintain full accessibility of the quotation history and all associated pricing information such as discounts applied.

For Lesta Packaging, their base material is often petro chemical (plastic) in nature, and therefore subject to rapid fluctuations in cost. Accordingly, the Sales Quotation feature gives them the ability to time limit the quotation, with an associated 'valid until' date.

Should the customer commit to the order, the quotation can be changed to a Sales Order with a single command. Full traceability is still maintained after this conversion, giving instant access to the history of all stages of the transaction. Using Events with Quotations, Lesta Packaging can easily set up chasing reminders, enabling them to efficiently monitor and detail the progress of a quote.

■ Importing and Powerful Landed Costs

With S5's powerful [Landed Costs](#) features, Lesta Packaging can take into their stock valuation all the sundry charges involved in getting their products into the UK and into their warehouses. Such aspects as transportation, duty, dockside and documentation charges and a host of others are both efficiently managed and instantly accessible.

The number of Landed Costs factors you can record are unlimited in de Facto S5. Lesta Packaging have found that the fast and easy access to this key information for an Importer has provided them with significantly improved cost control abilities.

Visit the website of
[Lesta Packaging](#)

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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!

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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.



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