

## PRESS RELEASE

# Princes Choose iQlink and Sky Innerware™ For Simple, Fast, Flexible, Cost-Effective SAP RF Mobile Warehouse Solution

**Princes has linked bar code readers to their SAP application in what they consider to be the most cost-effective and practical way possible. iQlink's Sky Technologies Innerware™ solution met their objectives so successfully that Princes are rolling it out across their other plants and warehouses in the UK.**

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iQlink assisted Princes Ltd to implement a full barcode warehouse solution at their distribution warehouse in Trafford Park, Manchester. iQlink delivered an efficient and up to date RF enabled warehouse with stock and distribution information linked to their SAP system through the use of bar code readers as part of Princes' SAP Warehouse Management implementation.

In September 2006, Princes required a certified SAP solution to link SAP to bar code readers, equipping 18 people on 3 shifts with 6 devices at one of their small manufacturing plants in East London. Following this successful initial project, Princes are now rolling out this solution to their distribution warehouses across the UK. One of their main distribution warehouses, run by third part logistics company DHL, is now live with the solution.

Princes wanted to keep the project as simple and practical as possible, with rapid deployment and minimal disruption to the business and to meet tight implementation timescales with minimum risk. iQlink's Sky Technologies Innerware™ solution was able to meet all of these criteria, quickly and easily integrating SAP to RF bar code readers and requiring little resource during implementation. iQlink specialises in connecting remote and mobile workers via all types of mobile device to SAP using Sky Technologies' Certified mobile solution that sits *inside* SAP, and eliminates the need for middleware.

Following a smooth implementation with elements of the delivered template solution customised to cater for Princes' specific needs, the application enables warehouse staff to scan barcodes on pallet labels and confirm inventory movement transactions in the SAP Inventory Management and Warehouse Management modules. Embedded process simplification has enabled the automation of 5 necessary SAP transactions to a single step on

the barcode reader, thus saving staff time, reducing inventory booking errors and providing essential information to the rest of the business.

Princes recognise the following benefits from the iQlink solution:

- The iQlink solution reduced Princes' overall costs, met their go-live timescales and minimised project risk. There was no need for additional hired programming resource which the alternative solutions required.
- The application is rapidly deployed and simple to customise with minimal programming.
- Princes required user-friendly screens – the solution is developed to run on a Windows Mobile platform, with use of graphics and touch-sensitive pushbuttons to make use and navigation very easy for the user.
- Processes are simplified and automated and the number of SAP screens are reduced, saving the users' time.
- The solution is not too big for a small IT department to manage, and is easy to support via the inbuilt monitoring tools.
- There is a huge long term potential for Princes to greatly improve warehouse efficiency and accuracy as a result of further planned roll outs.
- As business needs change, the solution is flexible enough to adapt to new business processes.

As a result of the successful implementation, Princes intend to roll out the Sky Technologies Innerware™ solution across more warehouses in the UK.

Julian Bolton, Business Systems Manager of Princes told us “I am so pleased with the implementation, which was delivered on-time and on-budget, that it is my intention to roll out more Innerware solutions across our UK businesses within the next year. The Innerware framework will form the basis of other integration projects that we are considering including voice enabled picking, and integration with other systems to SAP. It is evident that the users are also happy”.

Rod Curtis, Stock First Line Manager at the warehouse said, “It has simplified the process, improved stock accuracy, and empowered the users so that they no longer have to return to the office to report errors. Most importantly it is easy to use”, he added.

Technical information:

- Innovative technology which is SAP Certified
- No middleware is required; the solution runs *inside* SAP
- 5 SAP processes / functional screens were automated leaving the user to simply scan and confirm
- Flexible; the template was customised to cater for individual client requirements
- Little resource required during implementation

For additional information on the news that is the subject of this release, contact Paul Viney or visit [www.iqlink.co.uk](http://www.iqlink.co.uk). Photos are available on request from [hilary.dingle@iqlink.co.uk](mailto:hilary.dingle@iqlink.co.uk).

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### **Princes Limited**

Operating across 40 countries, Princes are the UK's leading importer of canned food and one of the country's largest soft drinks manufacturers. Princes brand names include the well-known Princes label, Napolina Italian foods and Shippams spreads, Aqua-Pura natural mineral water and Crisp 'n Dry cooking oil. Princes manufactures across nine production sites in the UK, supplying own brand juices, drinks and oils to many of the country's leading supermarkets.

### **About iQlink Ltd**

iQlink was formed in 2004 to bring innovative SAP-centric solutions to market in the UK, offering software sales and consulting. iQlink works closely with SAP UK, its customers, channel resellers (VARs) and alliance partners to deliver the Sky Technologies Innerware™ solution suite which extends SAP out to the workforce and point of business. iQlink is the Premier Partner for Sky Technologies products in the UK.

Its founder, Paul Viney, has over 12 years experience working with SAP software, 8 of which were spent at SAP UK in various senior management roles and 4 years setting up and developing a successful implementation and services company specialising in SAP implementation in mid-size companies.

### **Sky Technologies Pty Ltd**

Sky Technologies was founded in 1998 and its head office and R&D laboratory are in Melbourne, Australia. The company has operated internationally since 2002 covering the Asia-Pacific region, North America (since 2004) and Europe where it opened operations in 2005. The European distributors are in the UK, Hungary and Spain.

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