



FoCul

Experienced Manufacturing Engineers and IT Developers working as a team to enable you to manage Work Processes and Knowledge more effectively

◆ Our Specialism

FoCul specialises in developing IT solutions which enable Manufacturing and Engineering organisations to manage knowledge and work flow processes more efficiently. Our solutions cover all aspects of manufacturing from Operations through Supply Chain, Finance, Projects and HR.

Our specialist team consists of IT Developers and Engineers with strong industrial experience.

We are specialist at what we do and will compliment your existing IT professionals to provide the best solutions for your business.

◆ Our Solutions

We have completed over 500 projects since being formed in 2000. Most of these applications are still in regular use today.

We are an advanced IBM Business Partner and can offer bespoke and off the shelf solutions. These include :

- Plant Modifications / Change Control systems
- Electronic Shift Logs
- Electronic Purchase Requisitions and Invoice Approval
- Customer Relationship Management systems
- Project Management systems
- Employee Appraisal systems



Why work with us ?

People, skills and time are increasingly scarce resources in industry. Workflow processes (change control, project management, employee appraisals etc..) are important but all too often the effort required to apply these processes detracts from their usefulness.

Well designed, secure, robust electronic implementations of these processes are not only more efficient but also improve control, reporting and the ability to manage by exception.

Our strength lies in being able to understand your processes and then transforming them into IT solutions that work better. We understand your environment and your view point as a customer so we will always work with you to find the most cost effective way forward. In most cases we are able to offer either a fixed price or rent the systems on a monthly basis.

We are passionate about using IT to improve your processes and making it easier for you to deliver your objectives.

Working with FoCul will enable you to :

- Improve Efficiency and Reduce Costs
- Improve Control
- Make best use of the resources that you have

"FoCul's key strength is in understanding our manufacturing environment and translating our needs into solutions that really do reduce costs and improve control"

Stephen Medlock, Senior Engineer and SHE Manager, [Lucite international](#)

"Working with FoCul has delivered quality and efficiency improvement to our consultancy processes & services, whilst retaining the ability to customise work processes at short notice to meet specific customer needs"

David Stanier, Principal Consultant , [ABB](#)

"Because the FoCul software team are also experienced engineers they understood exactly what we wanted and even helped us with the specification. the result was rapid development of a practical and easy to use system that will ensure good control of modifications in our safety critical environment."

Nick Gardener, Group Risk & HSE Manager , [Elementis](#)

Key Benefits of working with FoCul

- We can help you reduce costs, improve control and make better use of your resources.
- Our experience in the manufacturing sector means that we are well placed to develop solutions that work in your environment.
- We have a simple but effective project process to ensure your needs are met.
- We build on previous solutions using our modular approach to improve robustness and reduce costs.
- We will always look to provide you with the most cost effective option.
- We will work to a fixed price and in many cases can rent the solutions to you on a monthly basis, even the bespoke ones.

FoCul Project Process

We would be very happy to take you through our project process.

It focuses on 5 phases which allow us to :

- Understand your needs.
- Articulate our solution and explore the cost breaks.
- Develop and test the system.
- Commission the system with you.
- Train and support your users.

Typical Projects

We provide both bespoke and off the shelf solutions. Our off the shelf solutions are sold as the "[Delivery Toolkit Suite](#)". Please ask about specific case studies.

The examples listed below are typical examples of what we do. If you have a different processes that you want to improve we can still develop a system for using our modular approach.

- **Skills and Roles Manager (Delivery Toolkit)**
This application manages the skill (training) records for individuals and by comparing these with the roles that they hold automatically identifies any skills gap that exists. The system significantly improves the manageability of skills in complex compliance driven environments such as chemical plants.
- **Purchase Requisitions and Invoice Approvals (Delivery Toolkit)**
These applications compliment existing ERP systems by allowing individual team members to raise and approve indents or requisitions within Lotus Notes (a web version is also planned) . Once approved the purchasing team can convert the requisitions to purchase orders. Cost centre owners can view live reports of commitment by supplier, cost centre etc.
- **Shift Logs / Manufacturing Information Systems**
Electronic Shift Logs and similar systems have significant benefits over traditional paper systems. The information is instantly visible across the whole organisation allowing issues to be managed by exception. Electronic shift logs also allow Key Performance Indicators to be trended and presented in a visual dashboard format.
- **Plant Modifications / Change Control**
Using a good electronic system to manage change control allows the right people to be involved at the right time and makes sure that the information is immediately available when needed. Secure and robust electronic Change Control Systems are significantly more efficient and effective than the paper systems that they replace.
- **HR Personal Appraisals**
Secure appraisal systems allow line managers and their appraises to record progress against objectives whereby each can add comments in a secure fashion. The Key Performance Indicators (displayed as traffic lights) allow the HR team can manage the review process by exception and ensure that the appraisal system is being used effectively.
- **Action / Activities Management**
Most of the above processes create actions and activities that need to be managed to completion. Our action tracking systems allow individuals and organisations to better manage their actions in secure robust systems.

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FoCul is an advanced IBM Business Partner