

"The proven experience of Syscom in the apparel & textile market place has given us the confidence to move forward with our IT project. Their vision of how the Microsoft Retail Management System could help grow, manage and develop our business confirmed that they would be the best IT business partner for us. After over 6 years the vision is a reality thanks to Syscom. We have grown from a €4m company to over €10m in under 5 years."

Alan McFarlane, Managing Director of 53 Degrees North



Syscom PLC Achieves ISO 9001 Accreditation

To further demonstrate our industry process and management systems, Syscom has been assessed and approved by Interface NRM Limited and has achieved the ISO 9001 accreditation for our software Systems, Training and Support Services.

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FIFTY THREE DEGREES NORTH



53 Degrees North expands their Irish adventure sports business with Microsoft RMS & Syscom

53 Degrees North

is the ultimate outdoor adventure store in Ireland and has been expanding rapidly since 2005 with the help of SyscomERP and Microsoft Dynamics Retail Management System (RMS) software. With aggressive growth plans the MD Alan McFarlane needed a retail system that would provide a scalable and future proof solution to his business. They have now been running Microsoft Headquarters and Store Operations, including some additional elements such as merchandising, promotions, gift/loyalty, allocation manager for many years. The Microsoft RMS system is integrated into SyscomERP, a financial management software system that provides a clear and balanced view of a business, so that decisions can be made that align with the overall corporate goal of the company.



www.53degreesnorth.co.uk

The Company

Created for active people that use their free time to pursue adventure sport, 53 Degrees North is the ultimate outdoor adventure store in Ireland. *"We used our wealth of experience that we have gained from over 20 years of dedicated service in Irelands outdoor adventure industry, to build a company that offers it 's customers access to Irelands biggest selection of the best outdoor adventure brands in the world—at the best prices"*, says Alan. *"We now have 5 stores across the Dublin area, including an outlet store and a web site managing over 122,000 product lines and have grown from a €4m turnover in the first year to over €10m turnover today"*.

The Solution

53 Degrees North selected Microsoft RMS and Microsoft Gold ERP Partner, Syscom to handle their retail management requirements due to their extensive knowledge and experience in the retail, garment and textile industry. Each of their stores has 3 tills which run Microsoft Dynamics Store Operations

Point of Sale (POS) software to process transactions, returns, create sales quotes and reserve items. This allows staff to keep pace with customer demand and deliver the high level of service that customers expect and 53 Degrees North pride themselves upon. Microsoft RMS Store Operations also provides item changes, stock tracking and inventory management at individual store level. The store software is then synchronised with Microsoft RMS Headquarters software at 53 Degrees North head office at Carrickmines providing them with the facility to manage their stores globally by sending product updates, receiving information on the sales activity and stock levels, providing clear visibility, obtaining detailed buying habit information and accurate reports from every part of the organisation.

Syscom has also successfully deployed "Givex", a customer gift card and loyalty programme.



Microsoft Partner

Gold Enterprise Resource Planning
Silver Server Platform
Silver Desktop
Silver Independent Software Vendor (ISV)
Silver Midmarket Solution Provider

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Astrosport Team up with Syscom



Astrosport Ltd, Nottingham, a specialist sports surfacing company, supplying and installing a wide range of synthetic sports and recreational surfacing, has selected to team up with Syscom PLC, to install and configure their first Microsoft Small Business Server (SBS), with on-going support & 24/7 remote monitoring services and maintenance.

They now look forward to being able to benefit from all the advantages that a Small Business Server and network provides.

New Microsoft Competency Programme

On 1st October this year, Microsoft changed the certification programme for its Partners. Syscom regularly achieve and maintain strict quality and experience standards with Microsoft and is pleased to announce that staff have passed a series of competency based examinations during 2011 to achieve the competencies listed in the new Microsoft logo displayed here:

Ten top benefits of a Microsoft Small Business Server

- Centralised Email—a world class messaging platform
- Anti-spam functionality
- Push mail—no separate server needed
- Sharing mail folders—view and share calendars among colleagues & schedule meetings
- Remote web workplace—connect to your computer at work, read company email and use your company's internal website
- Company intranet—post announcements, pictures, company handbook, employee forms
- Virtual team solutions—secure collaborative space for virtual teams
- File and print server—share files, printers, internet access
- Network fax solution—send faxes from any PC on the network
- Document management system—share documents and track version history.

www.astrosport.co.uk



Microsoft Partner

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For your FREE IT review call

Valerie Smith on 01384 344244



*The new IT infrastructure will help to streamline our day to day internal activities and our newly employed Office Manager will be able to work in partnership with Daniel and his team to perform their duties knowing that Syscom are taking care of our IT. Astrosport Ltd is now looking forward to being able to predict its IT costs and will have peace of mind, knowing that Syscom is there to solve any issues quickly and professionally at no additional cost to the business. **Carl Whelan, Commercial Director, Astrosport Ltd***



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