

# Panacea dish up a tasty treat at Westmill Foods



## Company overview

Westmill Foods is one of the UK's major suppliers of rice, flour and noodles to supermarkets and specialist food stores.

## Situation

Westmill needed an IT partner who would be able to help them to capture and make full use of all their business information in a much more efficient and proactive way.

## Solution

Panacea planned and implemented a complete corporate migration to a Windows platform incorporating SQL Server 2000 and Windows 2000 desktop as well as installing a Business Objects' business intelligence solution.

## Outcome

Accurate reporting and forecasting tools as well as a more robust infrastructure has brought enormous benefits to almost every part of Westmill's business - from sales and finance through to storage and distribution.

Microsoft Windows 2000 Server, SQL Server 2000 & Windows 2000 desktop business intelligence & data integration implementation.

## Benefits

As one of the the UK's leading, service-based systems integrators and business intelligence suppliers, Panacea implemented a solution to provide Westmill with the following benefits:

- One solution to support business managers' needs
- The ability to access business information from anywhere
- The ability to demonstrate profitability of specific product groups by appropriate data integration
- An enhanced level of control over principal business processes
- A flexible, intelligent and robust IT infrastructure.



**Microsoft**

Panacea Ltd in association with Microsoft Corporation.

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// From the beginning, Panacea demonstrated an excellent understanding of our business. Their role has been not only to service and support our IT network, but to develop and extend it proactively and to offer us advice and consultancy on how to maximise the benefits we gain from our solutions.

Panacea has fulfilled this role admirably. //

*Jenny Wright, Westmill Foods*



### **The beauty of business intelligence**

In 1999, Panacea implemented the market-leading business intelligence system, Business Objects, at Westmill Foods. The analytical functionalities of this business application enables Westmill management to closely monitor customer accounts as well as see how individual sales staff are performing.

But it isn't just in the area of sales that Business Objects is having a profound impact. The company can now obtain much more useful information from its financial and management accounts as well as more detailed analysis of fixed assets or debtors to generate a far truer picture of how the company is really performing.

### **Additional Panacea services**

Powerful business management applications such as Business Objects often necessitate much more than just an implementation procedure. As a result, Panacea also provided Westmill with a range of high-quality consultancy and support services to develop its IT infrastructure and systems portfolio even further to meet its evolving business needs.

## **Microsoft**

### **A world class infrastructure**

Westmill have traditionally been UNIX end users but having seen major improvements in server performance, resilience and availability from Microsoft, they engaged Panacea to plan and implement a complete corporate migration to a Microsoft Windows platform incorporating SQL Server 2000 and Windows 2000 desktop.

Also, due to the distributed model of Westmill's operation, (with numerous locations around the UK), it was critical that the wide area network (WAN) was resilient enough to cope with multiple end users at multiple sites working to very tight deadlines in a high pressure manufacturing and sales environment.

To this end, Panacea implemented a clustered, Microsoft Windows 2000 environment with a Frame Relay WAN to integrate into third party logistics companies as part of a total CRM solution.

*"Ultimately, we were looking for a solution which would not only enable us to generate high-quality sales information but would also help us carry out extensive and detailed analysis of that information so that we could become more productive and efficient as a company."*

**Westmill Foods**



*If you'd like further information or a more detailed account of this project, please telephone Panacea on 01256 30 50 50 or e-mail [enquiries@panacea.co.uk](mailto:enquiries@panacea.co.uk)*



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