

April 2010

## ***H G Stephenson Ltd choose Microsoft Dynamics from Trinity for their new ERP system***

H G Stephenson Ltd, a long established supplier to the catering trade, have awarded the contract for their new IT system to Trinity Computer Services.

Commenting on their decision Julian Lewis Booth, Director, stressed the importance of choosing a partner they could trust:

*“As a family business we recognise that strong customer relationships come from delivering on our promises. We expect the same from our suppliers and having got to know Trinity well over the years, and speaking to their customers, we feel very confident they are the right partner for such an important project.”*

Julian Lewis-Booth  
Director

The 20 user Microsoft Dynamics GP based system includes a number of industry specific modules from Trinity designed to help wholesalers improve business efficiency and increase sales. Most customers phone in with their orders and for Stephenson's fast order entry was a key driver for choosing the system and featured strongly on their 'must see' list when taking up references. Julian recalls a crucial site visit: *“we saw a very fast, sales focused order entry system working well at a business that was very similar to our own. It was clear from the enthusiastic endorsement of the users that Trinity's claims for the software were justified and we have every confidence that our office sales people will reap similar rewards, including better customer service and improved sales performance.”*

Stephenson's have a well established Cash & Carry attached to their warehouse in Stockport and for the first time this part of the operation will be on the same system giving managers a 'live' view of the

business. Benefits will include a stock system that users can trust to be real time helping to improve customer service levels and reducing administration costs.

Stephensons are fortunate to have excellent IT skills in the business which proved to be useful when it came to assessing the market and choosing a system from some strong contenders. Julian summarises their decision: *“There are a number of IT vendors targeting our business sector with systems that are well proven but looking long term we quickly reached the conclusion that we needed to be with a major player or run the risk that our investment could quickly become obsolete. Microsoft ERP systems turned out to be clear winners. Their Dynamics solutions were functionally richer, easier to use and of course they integrate with all the other Microsoft products that people use every day. In the end it wasn’t a question of whether we went with Microsoft Dynamics, it was which Dynamics partner we go with. Trinity’s focus on wholesale distribution made them the obvious choice”*.

Commenting on Stephenson's decision Carl Bolus, Trinity's Sales Director, remarked: *“we have kept in touch with Stephenson's for over 15 years knowing that at some point they would review their software requirements. We have always felt that we would make a first rate IT partner for them and we are delighted they have now put their trust in Trinity to deliver a system that will provide some significant improvements across the business.”*

ENDS

### **Editor's Information:**

#### About H G Stephenson's Ltd

Stephenson's are an independent, family run catering equipment supplier with over 140 years experience supplying the catering & hospitality industry. Stephenson's are experts in the sourcing & supply of restaurant & bar equipment, light kitchen catering equipment, janitorial products, paper & disposables.

#### About Trinity Computer Services Ltd:

Established in 1975, Trinity Computer Services Ltd is a leading Microsoft Dynamics partner dedicated to providing innovative and functionally rich software Wholesale Distribution sectors. Trinity's solutions are based upon Microsoft Dynamics GP software to provide a versatile business system encompassing a range of capabilities including Sales Order Processing, Supply Chain Management, Inventory Control, Financial Accounting, e-Commerce and Business Analytics.

For more information please contact: Peter Tustain 0161 406 2300; Trinity Computer Services Ltd, Trinity House, Bredbury Parkway, Stockport, SK6 2SN; [www.trinitycomputers.co.uk](http://www.trinitycomputers.co.uk)