JMS improves efficiency and profitability.

Paul Flint, from Hampshire, knows what he wants and how to get there. He explains that JMS provides the way forward to not only reduce administrative time, but also improve efficiency in the workshop, thus increasing profits without reducing the quality or having to increase staff."

Based in a rural area of Hampshire he has developed his business like many, on word of mouth, by providing bespoke joinery that meets his high standards of quality.

Serving local villages throughout Hampshire and occasionally to south London he produces windows, and doors for period properties. With three joiners working for him at present, Paul knows the key to success in his area isn't expansion, but profitability.

Investments in the last year include a new SCM machine and the JMS software. Paul comments that the JMS software which embraces windows, sliding sash, doors and doorframes has had a quicker return on his investment, and has won him new jobs which

he would not otherwise have quoted.

Paul invested in JMS after having an interactive online internet demo and thought the system to be straight forward and easy to understand. Paul quickly realised that JMS would provide him with

more time to concentrate on his business plan. *"JMS is easy to use and you do not need to be an expert in computers to use it"*. He has now embraced the JMS software completely, and utilises it in every area of his business.

"Quoting is easy! and takes only a few minutes." Paul says 'Receiving last minute requests for quotes before going off on holiday would normally have to be left until my return. But with JMS, I had a quote ready for the customer within 20 minutes, and won the order before my return from holiday.'

Paul is able to fax supplier orders directly from JMS with no extra work. *"Even my suppliers are seeing the benefits of clearly marked order sheets and are now giving me a higher level of service. My wood supplier now marks the wood with cutting information and the glazier prefers the professional new glass order forms which even have diagrams showing where the internal bars go."*

The three Joiners in the workshop have also seen the benefits of JMS's clear cutting lists. One of Paul's joiners comments *"The cutting sheets are clear and easy to understand. It has removed human calculation error. We now have complete confidence to order glass in advance. We also use the colour coding that JMS automatically generates which makes it easier to identify different items"*

Paul has also been impressed with the backup service provided. *"9 out of 10 questions are answered from the help manual provided, and any others answered by telephone support"*.

Paul believes that the resulting time saving that JMS provides has allowed him and his team to spend more time in the workshop, producing joinery to the exacting standards for which Paul has become well known for. Paul intends to become known as a Centre of Excellence in the future.

Alan Turner of Joinerysoft, comments, *"More and more joiners are enjoying the benefits of JMS software. Paul is one of many customers who are eagerly awaiting JMS-Screens to be launched soon. As well as ongoing development to offer a wide product choice for joiners, we are also enhancing our existing modules to continually offer value for money."*

For more details on Paul Flint or Joinerysoft:
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Joinerysoft – tel. 01608 643302 or
www.joinerysoft.com

Main picture is of Paul's workshop. Bottom left picture, from left to right; Joiners Sean and Gary with Paul Flint.