



RC Teledata

A/S Erik Nielsen Kontormaskiner



INDUSTRY

Importer and dealer in office machines

COMPANY

Erik Nielsen Kontormaskiner A/S

APPLICATION

RC TELEDATA

PROBLEM

Erik Nielsen Kontormaskiner A/S, usually called ENK, is a Danish owned company with subsidiaries in Finland, Norway, and Sweden. ENK imports and deals in copiers, calculators, and offset machines. Furthermore, ENK is the European sole agent of a number of products for closed-circuit TV. ENK has 200 employees and a turnover of about 75 million Dkr.

Early in 1973 the demand for more efficient accounting methods was stressed and ENK began to investigate the market for a suitable data processing solution.

REQUIREMENTS

The product line was almost the same as today. Invoicing was carried out on an invoicing machine, book-keeping on a conventional book-keeping machine, and customer accounting was performed externally at a service basis. At one time ENK considered the purchase of either a minicomputer or a medium-scale computer, but finally chose RC TELEDATA. ENK chose TELEDATA because its capacity can be expanded as required and because the company's personnel could without difficulty be trained to use the system.

SOLUTION

RC TELEDATA is a modular data processing system, which can be adapted to the requirements of the individual company. It is especially suitable for HERE and NOW (real time) functions: invoicing, debtor control, inventory control and order processing. Correct prices, texts, calculations, prompt printing of invoices, and up-to-date information on stock, customers, credit worthiness, and orders are also some outstanding advantages of the system. Furthermore, a completely integrated invoicing and book-keeping system partly based on TELEDATA and partly on Financial Control is available.

The TELEDATA configuration at ENK consists of a Datapoint 2200, which doubles as a Visual Display Unit (VDU) and concentrator which controls the traffic to and from the other, connected terminals. Invoices are written out on a matrix printer, while book-keeping is performed at one of the VDU's. Another VDU has now been connected to the system and is located in the export department. This installation allows export invoices, statements of account, and reminders to be made out in foreign currencies. It also allows DP-control of export orders, which are often based on delivery several months ahead. And often from several suppliers.



RESULTS

The new TELEDATA system has consolidated ENK's DP routines and marked by improved liquidity, partly due to better customer control. ENK is now able to give its customers more frequent reminders than before. They are also able to identify customer and customer groups where no movement has occurred over a period of time. Rapid stock-taking is an additional advantage.

"Investment in the system will be recovered quickly when one considers that to obtain the same amount of information with a conventional system an increase in personnel of 4 would be required. Now we have a total overview and, in addition, a large amount of useful statistics, which we didn't have before. On top of this we have improved stock control and maintaining and better management of our salesmen. The future will probably see a phased expansion into more advanced functions.

But no one needs to get nervous because of that. It is very easy to train personnel to use the system. 90% of the functions performed by TELEDATA can be learnt by anyone," says a spokesman for ENK.

APPLICATION COMPANY INDUSTRY
TELEDATA ENK (Germany) AG Industry and Trade

PROBLEM
ENK (Germany) AG, a leading manufacturer of...
...the market for a...
...the market for a...

REQUIREMENTS
The project was...
...the market for a...
...the market for a...

SOLUTION
TELEDATA is a...
...the market for a...
...the market for a...