

# Maxima + Rocket U2

## A Winning Team



*Since its inception in 1983, Maxima has delivered specialist IT business systems and managed services helping their customers plan, build, support and manage their IT infrastructure. Maxima is the trusted IT partner to over 1,400 customers in a spectrum of industries from construction, manufacturing and distribution to financial services, telecommunications and the public sector. Chris Stanway, Technical Manager at Maxima, and Kevin Horak, Maxima Account Director, talk about their company's experience with SB/XA - and its long-standing partnership with Rocket U2.*

### What is the Maxima solution?

Our IBS (Integrated Business Solution), is an ERP solution aimed at manufacturers, and is one of the UK's leading "Make To Contract" manufacturing control systems. It also supports mixed-mode manufacturing, and covers all aspects from material management through to financial management.

### What problems do you help organisations solve?

IBS is module-driven so that our customers have the choice of which modules they need to switch on, enabling them to expand with the changes in their business as new needs arise. It supports the business from the initial quotation stage through planning, manufacturing and shipment, and also provides invoicing with full set of financial modules.

### What industries do you serve?

We primarily serve the manufacturing sector, but the diversity of our product means that it is a fit in just about every industry. Our customers include manufacturers of everything from pot pourri to missile early warning systems to periscopes for nuclear submarines. Where it is proving to be extremely useful is in any environment where there is a competitive bid market and there are tight margins, so we have a large presence in the defence and aerospace industries. That's because our customers in those fields need to know exactly how much something costs so they can factor it into their bids and project plans.

### What are the key benefits of the Maxima solution?

The main benefit that we offer is a fully functional ERP product that is affordable and easy and flexible to implement with implementation timescales that make sense. One thing that is important to note is that although the system can be configured for "make to order" or "make to contract", the solution can still support mixed mode manufacturing within that same configuration. It is a very flexible system.

**Rocket**

**U2™**

“Rocket U2 software completely underpins our applications.”



Our specialty is large capital projects, and the reason that we have been able to succeed in a very tight market is because we enable organisations to look at specific demands for contracts, and also give visibility of actual costs for all individual items of a contract.

### What role does U2 play in your solution?

IBS utilises the power of the UniVerse database, along with SB+ or SB/XA on top, giving the functionally rich application a fresh and modern look and feel. Rocket U2 software completely underpins our applications. We go right back to the beginning with UniVerse and UniData in the 1980s - we were originally a Pick software house and first UK company to switch from Pick. We did it when folks wanted open systems - many of our customers needed to work in Unix.

### Describe a typical installation/deployment.

Typical installation would be to a manufacturing company in the SME (£10-30 million turnover) category, with a user community of approximately 50 concurrent users. Installation and deployment usually take about six months to complete. Stage one is full scoping of the business process and creating a programme. The next phase is a “womb to tomb” conference-room pilot, which gives customers a way to see how the deployment will work in their environments. We then train the end users, do a soft launch internally and then go live.

*Maxima is the only Authorised Independent Training Partner (AITP) for the U2 Technology stack for Rocket Software in Europe.*

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