

Client Profile

Shopfitting Contractor

Leicestershire based GT Morgan Shopfitters has installed a financial and estimating system from RedSky IT in order to cope with an increased demand for work. GT Morgan has used this integrated technology to win shopfitting contracts with some well known high street stores.



A solution for integrated Financial and Estimating control

No matter what high street you find yourself walking down in the UK, examples of Leicestershire based GT Morgan work is evident wherever you look. From The Body Shop to Goldsmiths, or from Alliance and Leicester to Next, GT Morgan could well have fitted out the store in which you find yourself shopping.

Whether it is electrics, plumbing, shop counters or carpeting this family business has been working since 1965 to supply England's best-known retailers and has become one of the country's premier shopfitting contractors in the process. They are literally the "one-stop-shop" for shopfitting and with a £10m turnover and 70 staff they are expanding, and

with that expansion comes the need for enhanced technology. As an existing customer of RedSky IT, they naturally turned to their software supplier for advice and assistance.

"We took over this business in 1984," said Carl Barnes, son of the owners and the Chief Estimator responsible for IT development, "...and I can honestly say we never have to advertise or market our services.

Most of our work is repeat business or from referrals and I guess we apply the same principles ourselves when sourcing IT". Shopfitters are often the unsung heroes of the retail business working to tight deadlines with



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GT Morgan Shopfitters

Sector - Shopfitting	Founded - 1965
Employees - 70	Turnover - £10 million
Solution used - Summit 2000 and Summit Estimating	
<p>About RedSky IT RedSky IT is a market leader within Construction, providing IT solutions to over 1500 companies including 40% of the top 100 contractors, 14 of the top 50 AEC consultants and many hundreds of small and medium sized businesses. With over 30 years' experience, we offer a complete portfolio of software solutions to help construction, contracting, house building and professional services firms manage their operations.</p>	

varying specifications for materials, so Carl was very keen to use computer technology to both simplify his business processes but also streamline the operation.

“In the mid-eighties I took on a ‘root and branch’ examination of our business both in the accounting and estimating areas. The best package we could find was produced by RedSky IT.”

After looking at three or four different systems GT Morgan settled on the only integrated financial and estimating solution in the market, from RedSky IT. “Everyone else had to bring in another package to sit alongside their accounts system. We wanted it working together as one integrated solution.”

It was also important that Carl and his team could transfer the paper-based system to a computer-based solution, “we transferred our material libraries and established costing rates, which were matched to an individual client base and we had the information in the system we could really harness its flexibility.” With the new integrated financial and estimating solution from RedSky IT being delivered within a Windows environment, with increased performance and more flexibility, Carl quickly reached a decision. GT Morgan invested in a 10-user Summit 2000 solution.

“We decided to stay with RedSky IT for a number of reasons” said Carl, “Their software is very reliable and we can see that it is faster. It is clear that Summit 2000 is much more advanced and it will undoubtedly help move the business forward.”

Another great advantage for GT Morgan was the facility of comparing estimated quotes with real bills of quantity, “we can use the system to pull off quantities of labour and materials to see exactly how much is needed and where they should be sent.” said Carl.

Whilst GT Morgan subcontract a high proportion of their requirements Summit has already proven its worth on the contractor side of the business. Carl explains, “Once a contract number is raised it goes into the accounts system where items are divided into the different cost heads.”

“You can use the integrated nature of the system to transfer data from the estimating database into the costing process. We use this to compare estimated with actual costs as we progress a job.”

Another reason for GT Morgan staying with RedSky IT and upgrading to Summit was the level of the service offered. “They were able to help us convert all our data from the old system, this was vital and extremely helpful and saved us both time and money. Basically everything that we wanted reproduced could be moved onto the new Summit solution.”

Finally, Carl's verdict on the system, “I am impressed with RedSky IT's ability to work with us to transfer data. Summit seems to have the speed we wanted but have kept the reliability that we were used to with our previous solution.”

