

Getting the edge over your competitors

A CLOSE RELATIONSHIP WITH ABC SOFTWARE LTD HAS ALLOWED A HAWKE'S BAY STEEL MANUFACTURING BUSINESS TO GET AN EDGE OVER ITS COMPETITORS.

Red Steel Ltd undertakes structural steel contracts throughout the lower North Island managing the entire project from detailing and fabrication through to the erection.

Red Steel Ltd Managing Director Bob Hawley says with every project it is vital each component is tracked to ensure nothing is missed and everything is ready to go when construction begins.

"ABC Software Ltd was able to develop a database to track the fabrication process, allowing us to import all the components that need to be made for the project and track their manufacture to ensure nothing is left out," says Bob.

He admits he could have bought an off the shelf database but says it wouldn't have met all Red Steel's needs.

"ABC Software Ltd really listened to our needs and has developed a unique application that gives us an edge over our competitors."

He says having a customised database means they have been able to constantly build on it, adding a correspondence register and other elements as they are required.

**Bob Hawley, Managing Director
RED STEEL LTD**



It's our job to make yours easier.