

**UK-BASED FIRSTAN LTD, A LEADING INDEPENDENT MANUFACTURER OF PHARMACEUTICAL PACKAGING, FOLDING CARTONS, FOOD CARTONS AND OTHER PACKAGING SOLUTIONS, IS A COMPANY THAT EMBRACES CHANGE, WHILE CONTINUALLY PLANNING FOR THE FUTURE.**

**T**hey have recently become the first company in the United Kingdom to gain a new international quality standard for primary pharmaceutical packs.

The organisation has also been awarded the new ISO 15378:2007 Primary Packaging Materials for Medical Products, following a year-long project to meet the stringent quality control standards.

Based near Cambridge, Firstan recently completed a move to a new 80,000 sq ft facility in Huntingdon, Cambridgeshire, as part of their long term plans to confirm their position as a leading packaging supplier to the pharmaceutical and food industries. Andrew Hartwig, Managing Director, describes his vision. "We have taken this opportunity to invest in a new factory and make it a state-of-the-art facility that will increase output, quality and efficiency while at the same time, lower our environmental impact."

Along with substantial investment in new machinery, the organisation made the strategic decision to employ state-of-the-art technology solutions to maximise efficiencies across all operations and provide immediate access to critical business information in order to adapt rapidly to changing market conditions. "We were looking for a solutions partner with a leading software system and complete focus on our industry," said Mr Hartwig.

The organisation's search for a new solutions partner led it to Radius Solutions — one of the largest Enterprise Resource Planning (ERP) software providers in the world, focused exclusively on the packaging industry. Founded more than thirty years ago, Radius Solutions has been developing and deploying solutions to the packaging industry for decades and its flagship ERP system, PECAS Vision, is currently being used to run packaging operations around the world.



**PECAS VISION  
FOR FIRSTAN**

“Radius Solutions has been around a while and although we invest in marketing, we are often a company that leading packaging organisations discover by word of mouth. Many people would be surprised to learn that our PECAS Vision software is currently being run in twelve of the top twenty carton companies in North America and Europe. Our solution also dominates the label market, particularly in North America, where eight of the ten largest label producers already run our system”, said David Taylor, President and CEO of Radius Solutions.

Firstan’s management group did a thorough evaluation of PECAS Vision, including a business benefits analysis to understand where the software could add value to the organisation. They became familiar with Radius Solutions and the company’s reputation for excellent software from asking other people in their industry who they would recommend. The process

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of selecting Radius Solutions as its strategic solutions partner took Firstan several months of significant evaluation.

They now expect to achieve many benefits from deploying the new software system. From fully automating their planning and scheduling functions to improving their costing processes, there are numerous areas they expect to improve through the use of the new software system. They also look forward to being able quickly and easily to see the impact that changing prices will have on their margins.

“One of the areas that companies often overlook when investing in new technology, is business management software. But it’s actually extremely logical when investing in new equipment, to invest in new systems at the same time. You’ll get a much faster return on your overall investment when you can maximise the use of your new equipment by leveraging software technology” said Mr Taylor.



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