

SUCCESS STORY IN FOCUS

## Redtronic speeds past competition with Sage and Sicon

Warning systems manufacturer gains full control of production with Sage 200 and Sicon



Company  
**Redtronic**

Location  
**United Kingdom**

Industry  
**Discrete Manufacturing**

Sage Products  
**Sage 200 Professional**

Partner  
**Sicon**

### About Redtronic:

Redtronic specialises in the manufacture of visual and audible warning systems for emergency and rescue services worldwide. Founded in 1983, they began life distributing sirens and auxiliary products, gradually transitioning to designing and manufacturing their own-brand products.

**“The integration of Sicon within Sage 200 has escalated our ability to scale the business in line with demand. We are becoming the company we always desired to be.”**

Steve Redfern, Technical Director, Redtronic



### The challenge:

Operating largely from paper-based manual processes, Redtronic was struggling to gauge the full visibility of its manufacturing operations. “We were running our production planning via a manual T Card system, and were very much reliant on our production staff to tell us the state of play each day,” says Steve Redfern, Technical Director at Redtronic.



### The solution:

Sicon Manufacturing is a set of additional modules for Sage 200 to transform the Sage solution into an integrated manufacturing suite, working in conjunction with a company's Stock, BOM, Sales and Purchase Order Processing.



### The outcomes:

After go-live, Redtronic's sales increased by 23% and turnover by 12% in the following 12-months. Sage has also played a key role in helping Redtronic win new business, securing the coveted AA (Automobile Association) supply tender contract due to its ability to ensure its product met customer demand.

- Product lead times reduced from six weeks to five days
- Works order planning revolutionised
- Gained full visibility of stock levels and reduced wastage
- Quicker response to customer demands
- Helped broaden customer pool and win new business
- Sales increased by 23% and turnover by 12%

### About Sage 200

Manage your business and propel your growth to the next level with Sage 200—now connected to Microsoft Office 365. Part of Sage Business Cloud For more info, visit [sage.com](https://www.sage.com)