

# case study from **mrc**

“The service business Web applications took 2 weeks to develop”

Mark Webber, Systems Manager



**Stannah Group is the largest stairlift manufacturer in the world, distributing to over 50 countries**

**and they have no won the Queen's award for Export Achievement in three out of the last fifteen years. This explains why they are one of the most successful family-owned firms in the UK.**



“The Stannah Group is rapidly growing and a UK leader in most of their market sectors. We had to find ways for our AS/400 systems to keep pace with the dynamic changes in our business.

We wanted to minimize the modifications to our core packages. Users do not know whether an add-on application was written using **mrc**-- they just know that they've got the functionality they need.

Our need for management information and new niche applications is never ending. This is where we use **mrc**-- it writes programs that can go straight to the raw transaction data turning it into meaningful information. All daily, weekly, and monthly marketing statistics are produced by **mrc**.

We have just developed a while new suite of web applications to present service engineer information to national contract customers. It took two weeks to develop. **mrc** made it very straight forward to develop--just choose your files and off you go, that's what we like about **mrc**.

Outside of IT we know also have 25 power users, who solve their problems with **mrc** without even involving IT. This independence is vital for each of our business divisions--they need fast and flexible access to accurate information.

The biggest surprise has been the sheer verstatility. There's so little we've tried to do and failed--**mrc** works every time.”-- Mark Webber, Systems manager