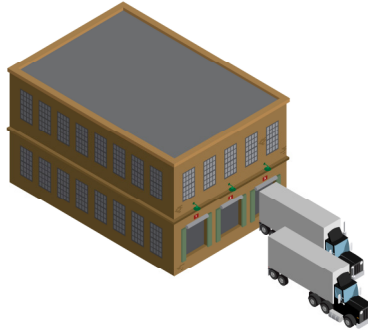


Solutions for a New Economy

Eclipse is a specialist Information Systems company focused on the provision of service led sourcing and IT solutions. Operating from Hinckley, Leicestershire, it has been trading since 1996 and has successfully built delivery models that develop strong and long-lasting relationships with its clients which range from large and complex Corporates to SMEs. Through its subsidiary company, HRGO IT Recruitment Limited, Eclipse can also provide highly flexible, economic and responsive IT skills resourcing that means it can operate as a full service Technology Partner that supports the shifts in internal IT profiles as business pressures continue to change.

Vision into Reality

Our Vision is to help our clients achieve their business objectives by providing the best possible service in the delivery of Information Technology Services. The Reality is that we have been doing that for the last 12 years & will continue to improve our capability & referenceability going forward.



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Exploring opportunities for efficiency P.1

Challenges for midsized companies P.2

Exploring opportunities for efficient warehousing

Logistics activity generally follows the overall GDP growth and any slowdown will have a negative impact on logistics business also. Many of the reports we have read recently indicate that logistics players in Europe and UK are pessimistic about the future prospects. More than half the logistics managers interviewed consider their growth will slow down over the next twelve month period and there is no solid view of when the market will recover. Logistics is the UK's fifth biggest industry employing 1.75 million people. The industry is vital to the efficient performance of Britain's businesses. Over recent years there have been a number of changes in the organisation of warehousing activities due to the increased challenges in the logistics sector. These challenges have impacted warehouse operations significantly: inventory carrying costs increase, more space required, more shelving, etc. Eclipse are involved in the on-going development and support of a distribution warehouse for one of the countries leading high street clothing chains at its UK supplying warehouse at Magna Park. Clothing supplies arrive to this distribution centre where they are sorted, stored ready for transportation to stores across the country. Typically, the warehouse stocks goods worth £1.7billion. There are between 50,000 to 100,000 items (cartons) cycled through the warehouse each day.

The warehouse operates a warehouse management system, the underlying infrastructure, communications and database being owned by our client. Eclipse assist in this operation by developing components and interfaces in Java, C# and UNIX shell scripts to facilitate input data being fed into the warehouse management system through to the management of data regarding deliveries to their stores. Eclipse has also developed components to assist with the wireless hand-held printers; printing scanned barcodes within two seconds of the request. This is required for all goods arriving into the warehouse. Eclipse have also developed components used to produce vital management reports (Dispatch reports, etc.), as well as reports per truck, used for delivery routing to the stores countrywide. Eclipse also provides 24X7 third-line support for the above-mentioned warehouse operation. The above has successfully supported our client in maintaining the highly automated process and ensure that SLAs are met, therefore avoiding financial penalties and keeping the client happy.



Further BIZsheets

- Timeline management
- Warehouse management
- Consignment Tracking
- Invoicing
- Rating/Tariff Maintenance
- CRM
- MI/KPI reporting
- Finance
- Administration
- Human Resources

BIZsheets are provided in both HTML and plain text format. Some servers still have difficulty supporting HTML messages so a plain text version is available on request.

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Managing your business in a permanent state of change

Midsized company directors we have spoken to anticipate more change than other CEOs but are less successful in managing it. This may seem surprising, since people often assume that smaller companies are more agile than large ones. But midsized companies have fewer resources and less bandwidth to handle unexpected or disruptive external influences. They also operate in fewer countries and offer fewer products and services, so they have less experience in managing in a permanent state of change. Many of these directors in midsized companies that we have spoken to report that they are struggling to keep up. Changes in their organizations are not happening fast enough. The sheer breadth and complexity of change is increasing daily. Other factors such as managing change in multiple countries are new to them. There is an increasing need to recruit people outside their organization with the expertise to allow key staff to focus on more strategic issues. Inevitably, change involves discovering what is good for today and how the company can design, develop and deploy efficient, effective and economic solutions to meet the needs of the future. One of the main reasons why these changes have become costly and difficult to manage and the supporting technology infrastructure and applications along with it, is that the issues and challenges are often siloed across various departments and groups within the company. With high costs to manage the required infrastructure and applications changes going forward, not only does this leave a reduced IT budget but also results in a slower time for the changes required to take effect across the business. In this current climate of uncertainty, this is clearly a major issue for many of the mid-sized companies we meet.

Adaptable workforce and skills to manage change

The critical question is, do you have the adaptable workforce and skills to manage change at a faster pace and capitalize on new opportunities. Clearly this is both a challenge and an opportunity. By using Eclipse IT -as -a -Service (ITaaS) you can not only lower costs and deliver new functionality more quickly; you will achieve better , more cost effective results. Eclipse teams hold strong IP around specific areas such as financial systems, logistics management, warehouse management and customer and supplier portal developments.

IT as a service (ITaaS)

Competitively priced, IT services that are aligned and delivered using a unique approach to a complex set of issues and challenges in these uncertain times. Eclipse ITaaS provides clients with better economies for support than London and South East UK with excellent road, rail and air access. Together with an off shore business that can provide reductions on standard UK rates with a speed of access model.

Strong and lasting client relationships

One of Eclipse Group's primary strengths is its ability to build strong and lasting client relationships. We have been trading since 1996 and our client base covers a wide range ;those with a turnover of £1bn to SME businesses with a turnover of less than £100m