



PRIMA
SOLUTIONS
From Aptean



PRIMA'S SOFTWARE PROVIDES TOTAL VISIBILITY, COMPLETE CONTROL AND REAL-TIME INFORMATION FOR THE ENTIRE PROCESS.



MSA Bristol is a global leader in the development, manufacture and supply of safety products and equipment for the emergency services.

Formerly Bristol Uniforms, global safety equipment manufacturer MSA Safety Inc. acquired UK based Bristol Uniforms in January 2021, a move that strengthened the global brands growth strategy to protect fire fighters from head to toe with the very best safety technology and providing an avenue to expand its business in the UK and key European markets.

The combined expertise of both Bristol Uniforms and MSA Safety enhance and strengthen its offering to its customers and now provides top-to-toe protection to firefighters and other safety services across the world.

Their world-class design team works with leading fabric and fibre manufacturers to create quality garments, using the latest fabric technology.

MSA Bristol's garments and associated PPE are sold in 100's of countries throughout the world, via a network of experienced distributors, located in major overseas markets.

The company's comprehensive product line is used by workers around the world in a broad range of markets, including the oil, gas and petrochemical industry, the fire service, the construction industry, mining and the military.

Core products include self-contained breathing apparatus, fixed gas and flame detection systems, portable gas detection instruments, industrial head protection products, fire and rescue helmets, and fall protection devices.

Alongside the design and manufacturing of PPE, the business also has a 'managed service' division, which provides comprehensive lifetime garment maintenance as part of the business' approach to providing a flexible and cost effective way to manage its customers' PPE ownership and procurement needs.

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“Having worked with Prima for over 20 years now, we know that the systems add real value. As an industry leader in PPE production and maintenance, not every IT supplier has facilities that suit our business so exactly! This is no doubt partly due to the relationship we share with Prima - they really understand our individual business needs and so we are able to comfortably work together to find the right solutions across MSA Safety Bristol.”

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Managing Director

PARTNERING WITH PRIMA

Prima Solutions first started working with Bristol Uniforms in 1999, working closely together and building great relationships as well as gaining a very clear understanding of their requirements to find the right solutions for them. The brief for Prima Solutions was to:

- Implement a full production system to control UK manufacturing that could also adapt to work with overseas manufacturers
- Deliver a system to process all garment orders including fabric sourcing, cutting and supply to third party factories
- A managed care programme to track the history of each PPE item some of which are bound by a strict legal requirement to track each individual garment from source to each individual wearer, and any service or repair work undertaken during its lifetime
- Ability to manufacture and supply, balancing both domestic and international operations
- Flexibility to cope with all eventualities, be that seasonality, delivery speed, changing volumes or garment personalisation
- Deliver huge improvements to customer service, stock availability, cost control, productivity, and profitability
- Keeping track of physical material and labour costs
- Access data and prepare reports in a style and format that suits each individual within the business
- Facilitate the creation and automated delivery of customer reports in a format that is specific to the needs of each customer and delivered in a timeframe of their choosing



Prima continues to support the business following the merger, utilising PrimaNet technology to support their expansive growth strategy. Prima's software and wealth of industry knowledge delivers ERP solutions that are agile, fully scalable and designed to meet MSA Safety Bristol's unique requirements.

THE PRIMA SOLUTION

PrimaNet's Managed Care module which sits within the Wardrobe Management application was a key differentiator when it came to MSA Bristol's managed service division, providing comprehensive lifetime garment maintenance. The introduction of PrimaNet has also delivered:

- The implementation of a robust, resilient, and future proof ERP solution
- Core operation systems replaced with transformed and technological enhanced PrimaNet modules
- True scalability to manage and adapt to the growing needs of the business and its users
- Visibility of stock across all channels and customer transactions for real-time access to stock and sales figures to optimise inventory levels and maximise sales opportunities
- The Wardrobe Management module controls and supports wearer allocations based on job role and grade, delivers detailed reports on usage and allows Bristol MSA's customers to manage this aspect of their business more effectively - This is then extended out to the wearers themselves by giving them web based access to place their own uniform replacement requests and is seen by many customers as providing real added value and helping build a real partnership approach between supplier, customer and wearer
- Intuitive software provides 'Ask any question' functionality to interrogate data and get a better understanding of the business
- Provides unified business analytics with collaborative analysis to maximise cash flow and make the most of market opportunities



THE IMPACT

Within just 4 weeks of implementation, The PrimaNet system was providing value - seamless data migration was achieved for over 70,000 employees and more than 280,000 unique stock ID's from the length and breadth of Britain's emergency services.

- As well as providing the highest standards of laundering and repair, MSA Bristol are able to identify each item using a unique barcode to ensure adequate stock availability while other garments are laundered/repared
- The software not only provides total visibility, complete control and real-time information for the entire process, it also delivers a 7 day professional cleaning & repair service turnaround for its valued customers
- The benefits of tracking each garment include the ability to move garments and employees to different locations and between different customers using stock pool management. Importantly, Bristol can identify when garments have come to the end of their lives and so can expertly recommend when a garment should be condemned, replaced or repaired
- Keeping track of physical material and labour costs is vitally important to MSA Bristol. Using PrimaNet, margins and time frames can be effectively analysed and reported on, allowing the business to have full and real-time visibility of the costs at each stage of the care process. This in turn enables MSA Bristol to give its customers the best services and value for money possible.
- Access to information is further enhanced by the business reporting module which allows MSA Bristol to access data and then prepare reports in a style and format that suits each individual within the business. This approach is also an excellent customer services tool as it facilitates the creation and automated delivery of customer reports in a format that is specific to the needs of each customer and delivered in a timeframe of their choosing



The PrimaNet system has saved the business time and money whilst supporting its continued growth plans.

OUR COMMITMENT TO YOU

Our products are the result of decades of expertise. But what really matters to us is building long-term relationships, so we understand your needs and can help you achieve your goals.

GET IN TOUCH!

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“Keeping track of each item of PPE throughout each stage of its lifecycle is crucial to planning and delivery at Bristol. Not only can we keep track of where each station's and individual's kit is, we can make sure that care is prioritised based on when an order first arrived and when it needs to be delivered back to the station. This allowed us to seamlessly process 3,500 transactions in the first 3 weeks of going live with the PrimaNet system and has been extremely well received in our service centres.”

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Managing Director



To find out more about MSA Bristol, visit:

<https://gb.msasafety.com/MSA-Bristol>

Get in touch to discover how we can help your business succeed.