



## Summary

Exel's partnership with iomart enables them to deliver their ERP software as a hosted solution to the world's largest carbon fibre recovery business.

### Business Benefits for iomart Partner Exel:

- Secure hosted platform for ERP software
- Reduced deployment time for new customers
- Backup and Disaster Recovery gives customers peace-of-mind
- Frees customers to focus on their area of expertise

### Business Benefits for ELG Carbon Fibre:

- No need for hardware or software on site
- OPEX billing model
- Secure and compliant UK hosting
- Supports future growth

## The Challenge



Founded in 2011, ELG Carbon Fibre is a joint venture between German-owned ELG and Mitsubishi Corporation. The company transforms manufacturing and end-of-life waste that contains carbon fibre into products that are shipped worldwide for use in the automotive, renewable energy, electronics, aviation and oil & gas industries. It operates the world's first and largest carbon fibre recovery plant, in Coseley, West Midlands.

In 2016, the company turned to iomart partner Exel Computer Systems plc for a UK-authored ERP solution that would bring order, centralisation and increased functionality to its data management processes.

"To put the central controls in place that were required to move the business forward we needed an ERP system," explains Nicholas Bott, IT Manager for ELG Carbon Fibre. "However, we share a building with several other companies, so we did not want to have it on site. What we needed was an ERP system that was securely hosted in the cloud."

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Exel uses iomart's enterprise cloud platform to provide a secure hosted environment for customers that want to implement its ERP software, EFACS/E8, as a hosted system rather than on premises. This offers Exel customers, like ELG Carbon Fibre, with a 'no touch' experience. "I have never needed to speak to anyone from iomart," says Bott. "I just deal with the team at Exel who handle everything for us."

The partnership also ensures customers like ELG Carbon Fibre benefit from the increased resilience provided to Exel by iomart. The cloud platform is hosted in one of iomart's secure U.K. data centres with backup and Disaster Recovery to one of its other U.K. data centres for extra protection.

Jonathan Orme, Sales & Marketing Manager for Exel, explains, "Being able to ensure 'peace of mind' to our customers through the resilience of iomart's offering, as well as reduced administration for all concerned, is invaluable to us – hosted solutions are most definitely the way forward."

Hosting the system with iomart is hugely beneficial for ELG Carbon Fibre. Staff can access EFACS/E8 from any device on the business premises, and securely when they are working remotely. It has certainly made life a lot easier in the IT department.

"My expertise is not in managing hardware and data security, it's in managing ERP," explains Bott. "Knowing that the software is UK-supported, professionally hosted and secure in the cloud means I can concentrate on the job I have to do."

With the continuing growth of the circular economy, ELG Carbon Fibre has just renewed its contract with Exel for another three years, knowing that the service can be scaled up easily to meet future demand for the company's recycled carbon fibre products, which continues to grow.

Help your customers on their journey to the cloud and become an iomart partner today.

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