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ESP Group Chooses Epicor ERP to Drive and Manage Growth

Market Leading Provider of Intelligent Systems and Services for Smart Passenger Transport Schemes Selects Epicor ERP to Streamline Processes and Drive Growth

Epicor Software Corporation, a global provider of [industry specific enterprise software](#) to promote business growth, announced today that [ESP Group](#) has chosen the next-generation enterprise resource planning (ERP) solution, Epicor ERP. ESP Group chose Epicor ERP in order to help streamline processes and underpin the company's ambitious growth plans.

ESP Group provides a full-service offering for smart transportation schemes in the UK, Europe and beyond, with a particular focus on issuing, supporting and managing smart tokens such as Oyster Cards. The company also delivers e-commerce web portals, customer relationship management (CRM) solutions and contact-centre support and information services for the travelling public, with a population of over 15 million travellers under management on its systems. The company has recently launched ground breaking B2B services providing personal travel management for elderly and young people (Car Freedom and Pick n Mix) that either do not run, or want to stop running a car.

ESP Group plans to take full advantage of its new ERP system to streamline business processes and realise its plans for continued organic and leveraged growth. Epicor ERP will provide ESP Group with the platform for managing growth by connecting all business critical systems and data sources to increase efficiency, enhance control and facilitate real-time management of a business that has grown from £9m to £75m in the last five years.

ESP Group sees the investment in an ERP solution as integral to the company's aim of providing its customers with outstanding support and service.

The company needed to have full control over the profitability of its product and service offerings in order to stay one step ahead in the marketplace. The company found its existing accounting systems one dimensional structure prevented it from running the business smoothly and efficiently.



"We are delighted to be able to provide ESP Group with the control and visibility they need in order to support the company's expansion plans and to remain one step ahead in the competitive global marketplace."

Andy Archer
Regional Vice President
Epicor Software

"Not being able to have the control and visibility we needed proved to be a big challenge for the company, information wasn't accessible from our fingertips as it should have been. We recognised quite early on in the business' growth that we would need to put an ERP system in place to overcome these barriers," commented Michael Longman, chief financial officer for ESP Group.

The ESP Group team commenced an evaluation process to choose the right ERP system. After many detailed discussions and demos from seven vendors, ESP Group came to the conclusion that the Epicor ERP solution was best suited to its specific business needs.

"When evaluating the different vendors we looked at a number of criteria including price, scalability, maintenance, product feature-set, track record, customer base, references and ease of use. Epicor met these criteria and we felt that it delivered a higher-end solution that better fitted the company's purposes and would be able to help support our growth ambitions," added Longman.

"After ESP Group carried out an employee engagement survey, we discovered that the current ways of working in the business were disjointed. The Epicor ERP solution will help us to streamline the existing processes and iron out inefficiencies and duplication throughout the business," continued Longman.

Implementing Epicor will support the business' main operating processes, such as improving invoice generation and reducing the amount of time currently spent on consolidation, whilst aiding the measurement of profitability down to the unit level.

"We are delighted to be able to provide ESP Group with the control and visibility they need in order to support the company's expansion plans and to remain one step ahead in their competitive global marketplace," added Andy Archer, regional vice president for Epicor Software in the UK and Ireland.

About Epicor Software Corporation

Epicor Software Corporation drives business growth. We provide flexible, industry-specific software designed around the needs of our manufacturing, distribution, retail, and service industry customers. More than 40 years of experience with our customers' unique business processes and operational requirements are built into every solution -- in the cloud, hosted, or on premises. With this deep understanding of your industry, Epicor solutions manage complexity, increase efficiency, and free up resources so you can focus on growth. For more information, [connect with Epicor](#) or visit www.epicor.com.

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