



Helping subcontract precision engineers streamline their entire production process

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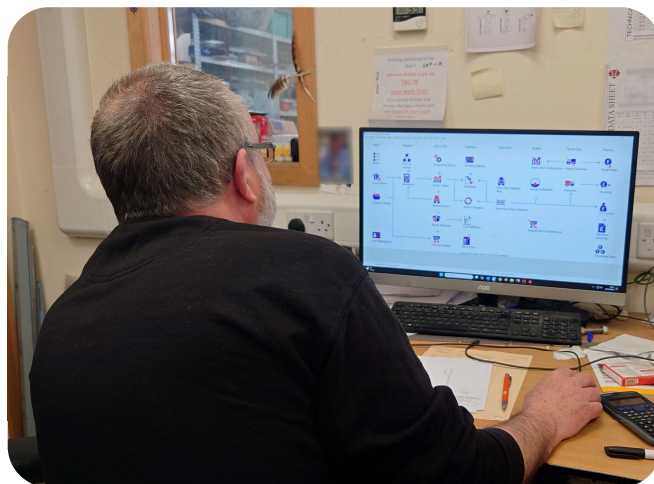
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## M.H. HALL & SONS STREAMLINES QUOTING AND PRODUCTION WITH PSL DATATRACK

For over 50 years, M.H. Hall & Sons Limited has been a trusted name in sheet metal fabrication. Recognising the need for a more efficient way to manage quotations and production, the business invested in PSL Datatrack, a modular production control software system that has significantly improved its quoting process, production management and overall business efficiency.

Operating from an 8,000-square foot facility in Oxfordshire, M.H. Hall & Sons delivers high-quality components across industries such as pharmaceutical, security, industrial water & energy and architectural. Offering services from laser cutting and punching to welding and machining, the family-run company has built a reputation for precision and efficiency. It also offers CNC machining, supported by its partnership with fellow PSL Datatrack users Caffyn Engineering Ltd.



Before implementing PSL Datatrack, M.H. Hall & Sons relied on manual methods to handle quotations. The process was slow and inconsistent, often requiring significant administration time to maintain. Martin Hall, co-owner of M.H. Hall & Sons, explains: "We needed a system that would provide accurate and efficient quotations, reduce duplication of work and save us valuable time. When a key team member left, the urgency to adopt a new system increased."

After researching various options, M.H. Hall & Sons contacted PSL Datatrack. The system's industry-specific design, modular approach and ability to be installed locally, rather than on the cloud, were of significant interest.

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“The sales process was great,” comments Martin. “PSL Datatrack went at a pace that suited us and could provide solutions or suggestions for all of our unique requirements. This is very important as a subcontractor, as every job is different.”

PSL Datatrack demonstrated how its flexible software could help M.H. Hall & Sons to overcome the numerous challenges it faced prior to having a system in place. The complexity of assembling quotes manually, structuring Bills of Materials (BOMs) and managing material codes, sheet utilisation and welding times had all been major pain points for the business.

The constant need to reprice jobs due to fluctuating material costs also consumed valuable production time. All of these issues underscored the necessity of a streamlined system that could integrate seamlessly with the company’s existing operations and enhance its efficiency. “From the initial demonstration, it was clear that PSL Datatrack would improve our processes immediately,” Martin continues. “It is now the backbone of everything that we do.”

By implementing PSL Datatrack, M.H. Hall & Sons gained a structured system, starting with the Quotations module that allows the team to define operations, materials, subcontract and tooling requirements upfront. Data from the quotation then flows seamlessly throughout the rest of the system, improving overall efficiency.

“The modular structure helped us tailor a package suited to our initial budget, with all costs presented and broken down openly by PSL Datatrack,” says Martin. “We had already had a recommendation from a fellow PSL Datatrack user that the system was brilliant, and this was reinforced when dealing with PSL Datatrack ourselves.”

Comprehensive training was provided in all system areas to ensure that M.H Hall & Sons were confident

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in its new processes prior to going live with the software. "We have experienced substantial improvements since rolling out the software," Martin remarks. "The quoting process has become significantly faster and more accurate, enabling us to respond to RFQs more quickly and increase our chances of securing work."

Automation has also played a key role in reducing the need for repetitive data entry, with information now flowing effortlessly between the Sales Orders, Purchasing, Planning and Quality Control areas of the system. "PSL Datatrack's Works Order Generator has allowed us to efficiently generate and acknowledge orders with minimal effort, greatly improving productivity," confirms Martin.

Martin is also a strong advocate for PSL Datatrack's Listing Screens, which have dramatically improved the way the company accesses critical data. "Instead of wasting time manually searching for information, we can instantly retrieve the exact details we need," he explains. "Listing Screens allow us to quickly generate management reports and track key performance indicators, ensuring we're always making informed decisions. The flexibility of being able to customise views based on individual roles within the company has been a game-changer."

Another aspect of the business that has benefited since adopting PSL Datatrack is financial management. The ability to generate and email invoices directly from the system has streamlined the invoicing process, ensuring that payments are received more promptly.

Integration with accounting software such as Xero has further enhanced financial management, reducing administrative overhead and improving cash flow. "These advancements have positioned us to operate with greater confidence and efficiency," Martin comments.

Looking ahead, M.H. Hall & Sons plans to continue expanding its use of PSL Datatrack, taking advantage of new features and ongoing system enhancements. With the system's ability to grow alongside it, the business is well-equipped to meet future challenges and maintain its reputation for excellence.

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"We are now more confident in every aspect of our production administration and excited about the long-term benefits PSL Datatrack will bring. The team behind the software is great and we look forward to many more successful years together," concludes Martin.

By investing in PSL Datatrack, M.H. Hall & Sons Limited has therefore successfully transformed its business, demonstrating how the right production control software can revolutionise the way subcontract manufacturing businesses operate.

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