PRIMA SOLUTIONS
From Aptean

COONEEN GROUP

PRIMANET HAS STREAMLINED COONEEN'S PROCESSING, SIMPLIFYED THEIR IT PLATFORM & INTRODUCED A SINGLE SYSTEM ACROSS ALL OUR BUSINESSES.

Cooneen Group is one of the largest and most diversified garment manufacturers in Europe. A group of successful companies operating in a range of clothing markets globally, specialising in the design, manufacture and supply of garments as well as the provision of a complete uniform managed service to a diverse range of customers, both private and public sector.

The group is comprised of 5 individual companies bringing innovative design, excellent customer service, and strong, stable supply chains in order to meet and exceed customers expectations.

Each business unit focuses on delivering outstanding garment solutions for clients with very specific requirements:

Cooneen by Design has built a reputation for excellence in the children's and adult character nightwear market and is a leading supplier to the UK high street retail market with a substantial and growing portfolio of licenses including agreements with Disney and the BBC.

Cooneen at Work is a successful provider of fully managed services to a wide range of public and private sector organisations for uniforms, career wear, PPE and related products and accessories. Their success has been based on meeting and exceeding customer requirements with a mix of excellent products, appropriate management systems and a second-to-none customer service.

Cooneen Protection supplies personal protective systems to the UK, European and Worldwide police and military markets and also provides personal protection equipment for the emergency services and security markets.

Cooneen Defence is at the forefront of new technologies and supplies over 3 million state-of-the-art garments to the police, military, utility and civilian workwear markets.

Cooneen Aviation provides Pilot Flight Equipment and clothing to military personnel across the globe to perform in the most challenging of environments.

Cooneen Group HQ is in Northern Ireland, at the same site location from which the business started out over 50 years ago. From humble and modest beginnings, they have grown into a truly global company, with several hundred exceptional employees now operating from offices in England, China, India, Bangladesh, and the United States.

The business manufactures and delivers 13+ million garments annually to customers worldwide and has an average of 17 years partnership with their top 10 customers.

As a group of businesses and fully private company, operating in a global marketplace they are constantly striving to improve every aspect of their business by investing in product development, supply chains, customer service, technology, and of course, their people.

In 2021, Cooneen Defence and Cooneen Protection announced that they had achieved zero waste to landfill ahead of schedule - this is a massive achievement that has been several years in the making and underlines the Cooneen Group's commitment to sustainability.

PARTNERING WITH PRIMA

Prima were able to demonstrate an understanding of the process requirements of the different businesses and the particular nuances associated with them. Cooneen's brief for a solution included:

- Integrating and streamlining disparate systems and processes
- Creating a single reporting structure to replace the existing multiple reporting structures for each company in the group
- A new system to simplify interactions with customers and suppliers
- Improve order processing times
- Access to real-time data to make more informed, timely decisions
- A reduction in the duplication of work across the group
- Material and product traceability to support sustainability goals
- A complete wardrobe management solution to enhance customer service and reduce order processing overheads
- Seasonal range management
- Royalty management tools to track and control costs at all stages of the process

Despite differences between operations, the Primanet system has allowed Cooneen to introduce common processes across the group in many areas such as Sales Order Processing, Purchase Order Processing and Stock Control.

THE PRIMA SOLUTION

The Cooneen Group of companies have seen real efficiency benefits from their implementation of the PrimaNet system for Product Development, Costing, Material and Finished Goods Management, Sales and Purchase Order Management, Critical Path, Wardrobe Management (Manpack), Business Intelligence, Accounting and Payroll.

- Having one source of reporting data provides a more meaningful comparison of the individual business operations. It makes life much easier from a management perspective, as they have eliminated the issue of varying departmental reporting figures and different interpretation of information
- The single view of information means Cooneen can give their customers a fast, accurate response to queries relating to order progress, stock availability and delivery status
- With product development, all design and development related data sits in one place, giving Cooneen's staff the ability to respond quickly to customer and supplier queries with accurate information
- Streamlined reporting allows Cooneen to deliver targeted, scheduled reports automatically by email at specified times, such as weekly sales margin reports
- A single system across the whole group means that Cooneen's staff can switch between companies at times of peak workload as necessary, allowing them to clearly measure processing times and capacities so that they are confident in their staffing levels
- Stock taking has drastically reduced to the point where Cooneen just need an occasional audit
- Business performance measurement across the group is now a streamlined process that allows Cooneen to more proactively manage the business by identifying trends and issues as they happen, allowing pre-emptive action to be taken before any problems arise

THE IMPACT

By replacing disparate systems with PrimaNet, Cooneen have been able to streamline their processing, simplify their IT platform and introduce a single reporting structure across all companies.

- For Cooneen Protection, integrated product traceability has been a vital part of providing for the effective 'lifetime' management of body armour products – serial number and batch tracking, material tracking, wardrobe management and service history
- For Cooneen Defence and Aviation, close integration of stock, sales orders and purchase orders with an overall view has been important in managing MOD contracts with XML integration to their systems. The 'Gateway' functionality in PrimaNet enables the business to more easily get new contracts operational by quickly importing relevant personnel information
- For Cooneen at Work, wardrobe management is a key customer service element, which PrimaNet handles as part of its standard functionality, enabling their customers to have more control to manage their business more efficiently
- For Cooneen by Design, dealing with children's and adult licensed nightwear, the Product Development application has been key in managing the business, handling all stages of each product's critical path whilst also handling costs and projected royalties

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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"One of the key benefits of being able to use a single system across the whole group means that our staff can switch between companies at times of peak workload as necessary, allowing us to clearly measure processing times and capacities so that we are confident in our staffing levels. We have also been able to dramatically reduce stock taking to the point where we just need an occasional audit".

Director

To find out more about the Cooneen Group, visit:
https://cooneengroup.com/
Get in touch to discover how we can help your business succeed.