

DATA MADE SIMPLE

# Flexible solutions for specific data challenges



Botany Weaving designs and manufactures fabric products for aircraft – importing many raw materials and exporting products to customers around the world. Wanting to reduce their customs bill, they faced a complex challenge around goods traceability and export regulations.

The Glantus platform provided an elegant solution to this highly specific, potentially complex problem – a solution that didn't involve any change to the client's existing set of systems.

## Botany Weaving's new customs strategy relied on data visibility

Designing and manufacturing specialist fabrics for aviation since 1934, the Irish-based Botany Weaving was being hit with a massive customs bill on imported raw materials every year – up to 3.8% of total revenue.

To tackle that problem, Botany sought to implement an 'inward processing' procedure, which would qualify them for major customs relief. To achieve this, they would need to show that raw materials imported for manufacturing from outside the EU would similarly be sold as finished goods outside the EU as well.

This meant that Botany Weaving would have to show full traceability over every product made - from the import of raw materials to the final delivery. Their existing reporting was being done manually, requiring data to be retrieved from a large number of databases and locations with no built-in traceability, adding to costs.

## BOTANY WEAVING

“ While the reduction in our customs duty bill is a massive achievement for us, the fact that we can now quickly access our data in a clear and concise way has transformed how we work.”

*Roche added*

“ We are extremely happy with the Glantus product and how the project has been managed. We are now working with Glantus on expanding the system to give a greater level of Business Intelligence that will allow us to study sales trends, stock control and production data.”

Alec Roche, Systems Manager at Botany Weaving



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# BOTANY WEAVING



## Going with Glantus: A data platform built for flexible problem-solving

Glantus offered Botany Weaving a versatile but powerful product, and a unique customer engagement approach tailor-made for complex problem-solving.

- Our unique, up-front customer empowerment process allowed Botany Weaving to discuss their needs with our team face-to-face, and understand the solution we could offer in advance.
- Because our platform can connect to any data source, regardless of the source system or data format, there was no need for Botany Weaving to upgrade any of their existing systems.
- Our platform offers visualization, reporting, management and analytics tools, all on the one product - so Botany Weaving could be sure their investment was scalable and future-proof.

## How Glantus solved a complex problem on one simple platform

- We got to work by connecting the Glantus platform to all of Botany's data sources – including legacy systems. No existing systems had to be replaced or upgraded.
- With our data sources integrated, we simply mapped the important data within the source systems to a consolidated data model.
- We used our powerful reporting and visualization tools to create a single dashboard that presented all of the information required by the regulatory bodies to complete the inward processing procedure.
- That dashboard allowed for complete traceability over every product's manufacturing process, from raw materials import to sale.

- The information presented within the dashboard was then audited by a regulatory compliance body - and passed.

With the inward processing procedure now in place, Botany Weaving then discovered a host of new opportunities and insights in their data. They have since used the Glantus platform to create new dashboards, integrating and visualizing data to serve other business requirements, including inventory optimization and stock movement.



## Expected (and unexpected) savings

Botany Weaving now see big savings across a variety of business operations, thanks to Glantus's power and flexibility. They now enjoy:

- Complete product traceability, from raw materials to final delivery, enabling 'inward processing' compliance to slash customs costs.
- Reporting processes across the company have been automated, reducing the man-hour requirement and freeing up resources.
- Real time stock control, offering live visibility over stock volumes and values, for faster sell-through of 'end of life' stock.
- Streamlined passage through regulatory audits, in a regulation-heavy sector.

See it for yourself:  
Arrange a demo at [Glantus.com](https://www.glantus.com)

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