



CUSTOMER CASE STUDY



Sage 200 Manufacturing

The Challenge

After relaunching in 2008, Norton Motorcycles began production from Castle Donnington using Sage 50 and Excel for operations. As new models grew in complexity—up to 4,000 components—Excel became unsustainable, prompting Norton to seek an integrated ERP solution.

The Solution

Paradise partnered with Norton in 2017 and conducted several projects, implementing a single ERP solution across multiple business areas.

2017 – Phase 1: Foundation

- Migrated from Sage 50 to Sage 200, replicating Norton's existing finance processes on Sage 200

2018 – Phase 2: Expansion

- Introduced Sales and Purchase Order Processing, Bill of Materials, Stock Control, and Sicon Works Orders and Material Resource Planning (MRP)

2020 – Infrastructure Upgrade

- Recognising limitations in LAN capacity, we migrated Norton's Sage 200 ERP to a privately hosted Microsoft Azure platform, enhancing performance and scalability

2021 – Phase 3: Warehouse Digitisation

- Implemented Sicon Barcoding & Warehousing, enabling Norton to manage stock and goods movement via Android handheld devices, replacing paper-based systems

Norton can now manage bespoke motorcycle orders from quote to dispatch within a single system. Data is updated real-time eliminating the need for Excel spreadsheets or duplicate data. Customers benefit from more accurate lead times and production updates.

Industry

Norton Motorcycles operates in the motorcycle manufacturing industry, with a long-standing heritage in both commercial and military motorbike production.

Company Size

Turnover is under £1M

Number of Employees

Between 1 to 50 employees

Location

Solihull, UK



This comprehensive approach not only streamlined Norton's production processes but also improved customer communication through the ability to provide more accurate lead times, production updates and forecasts.

Alex Hamp, Sales Director
Paradise Computing



ERP
Systems



Cloud
Hosting



IT
Services