



Kick

Dynamics case study

Inverlussa Marine Services

Navigating business expansion with Kick

Inverlussa Marine Services, a family-owned business based on the Isle of Mull, has grown to become one of Scotland's largest privately owned shipping companies. Specialising in aquaculture vessels, Inverlussa operates a fleet that provides comprehensive services to the main salmon producers across Scotland's coastal regions. With a dedicated crew and a commitment to efficiency and sustainability, Inverlussa faced unique challenges as it planned for future expansion.

The challenge

As Inverlussa prepared for significant expansion, the limitations of their existing systems became increasingly apparent:

- / System and process limitations:** The existing systems were inadequate for the planned expansion, which would include integrating new subsidiary companies
- / Inefficient accounting software:** The Sage 50 system required extensive manual data entry, forecasting the need for additional personnel
- / Outdated procurement processes:** Paper-based purchasing orders and delayed paperwork due to the remote operations of vessels created bottlenecks
- / Inventory management issues:** Real-time inventory tracking was impossible with the existing spreadsheet-based system
- / Resource constraints:** Inverlussa aimed to maintain minimal onshore staff to reduce overheads, which strained existing resources

Implementation and key milestones

- / Deployment of Business Central:** Complete migration from Sage 50 to a fully integrated Business Central setup
- / Automation of procurement and inventory processes:** Implementation of cloud-based systems for real-time operations management
- / Staff training and system integration:** Ensuring all staff were proficient in using the new systems, minimising transition disruptions

Impact

- / Short-term benefits:** Inverlussa immediately observed a reduction in manual tasks, saving approximately 6 man-hours per week in purchase invoice processing alone, thanks to the automation features of Business Central
- / Long-term benefits:** The avoidance of additional administrative hires resulted in substantial cost savings. The new systems provided scalability that aligned with Inverlussa's growth trajectory, ensuring that they could expand without proportionally increasing their overhead costs

The implementation process, led by Kick, was characterised by a deep understanding of Inverlussa's specific needs, particularly in making the system accessible and straightforward for vessel crews. Despite challenges related to scheduling and availability, the project was executed efficiently, ensuring ongoing support from Kick.

Following the success of this initial project, Inverlussa has continued to engage Kick for additional services, including setting up new companies and enhancing expense management solutions integrated into Business Central. This ongoing relationship highlights the trust and satisfaction with Kick's solutions and support, demonstrating a robust partnership poised for future growth.