

# Myona Limited

Protective Clothing from Head to Foot  
Complete Range of Cleaning Materials and Equipment  
Over 40 Years Service to Industry and Commerce



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MYONA commenced trading in 1965 to serve business in the West Midlands area from its base in Birmingham. Its core business was safety footwear, industrial gloves and work-wear but today we serve much more as a supplier of hygiene solutions incorporating a much greater focus on delivery of the solution than on simply supplying product.

Today with over 40 year's experience of supplying the facilities/cleaning industry from both a distributor and manufacturing market place, our philosophy is the same today as it was then *'to supply as efficiently as possible what customers require and when they require it'*. This ethic has taken Myona to where it is today.

As with all businesses we were plagued by paper and seemingly, 'couldn't live with it and couldn't live without it'!

We knew the directors of tri-IT and had always had a good experience of dealing with them. After we explained our dilemma they suggested we consider Invu, a document management system, which they represented as an accredited partner.

Our problem was simple too much paper which led to being unable to retrieve information quickly which caused huge problems progressing business and created cash flow problems etc. Looking back it seemed a huge problem.

tri-IT's approach was consultative and open and looked at our problems in an honest manner taking time to understand our business and challenges and of course budget!

Indeed it was refreshing that tri-IT were adamant that document management should not be implemented in 'one fell swoop' across a business, as the greater benefit was to introduce it in stages across a business to minimise any disruption and give the best reward.

Access to delivery note information was taking an enormous amount of time and frequently had to re-allocate staff from other areas of the business to deal with this 'administration' problem in order to satisfy our customers demands.

After consultation a solution was proposed and the concept was proved to our satisfaction. 'Go live' was a revelation as 3 weeks work was dealt with in a couple of hours! The whole experience has lifted our belief in technology and now seeing the proof we eagerly look forward to looking at other areas of our business where we know we will save time, save money and improve our customer's experience.



Phil Taylor