

Enterprise Sales

Accounting package figures highly

Construction and commercial sector supplier Enterprise Sales overhauled its accounting and stocktaking capabilities with Exchequer Enterprise software.

Despite having not even used Exchequer Enterprise software to its full potential yet, Enterprise Sales managing director Steve Cassidy is emphatic in his praise for the accounting and business package.

"It used to take me two-and-a-half to three hours to do my end-of-month report on the old system; it now takes me two minutes," he says.

Enterprise Sales, a one-stop shop for products for the construction and commercial sector, installed the Exchequer system in September 2005. It was previously using Take Five, but found that while that package was good it was limited in a number of ways.

"The activity on our system was always too big for Take Five but too small for other packages. We found it limited and quite slow".

The decision to change the system coincided with a move to new premises. The installation, carried out by Exchequer resellers VBT, was so smooth and painless Cassidy can't even recall it but is clear about its value to the company every since.

"It's the little things it makes possible: you can create your own reports which are very important and it helps the analysis it allows you to do.

"At the end of last year I was carrying nearly €1m worth of stock. We're probably €200k overstocked and I've identified all those products individually now because of Exchequer. If it was the old system we wouldn't be able to do anything like that. It allows us to engineer the company better".

Cassidy says there are 12-15 users of system at different times, and these include personnel in sales, marketing, accounts receivable, accounts payable and the financial director.

Dave Kerr, founder director of VBT, outlines what was involved in migrating to the new system. "We put in Exchequer Enterprise for them, trained them up on how to use it and transferred all their data over from Take Five; we did their forms, invoices, statements and credit notices and advised them on hardware as well.



Photo: Steve Cassidy, Managing Director of Enterprise Sales and Dave Kerr, founder director of VBT.

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"There are a couple of users that are external to the company – they've offices in Bray, Greystones and Tallaght – so we linked those together as well", he adds.

Kerr says the installation process provides an opportunity for companies to do housekeeping. "If they haven't dealt with a supplier for three years and have no intention of doing so in the future, there's no point in bringing those details across: it's an opportunity to weed them out. The same goes with stock.

"Some clients choose to do it. Others say bring it all across and they will sort it out later".

Enterprise Sales opted for the latter approach, not having the time during installation as the company was also moving premises, but has since transformed its records process.

"We would have up to 5000 products; it allows us to monitor those stocks much more closely" explains Cassidy. "It highlights products that are not moving at an appropriate pace; therefore we put our marketing and sales in place to sell those products".

It also reduces the costs associated with incorrect orders, he remarks. "When a customer rings in to place an order, we put the order on the system and an email automatically goes back to the customer and he or she can check that the information and price is right. It saves the company a lot of money where people might otherwise be getting incorrect invoices".

Back-up support for the product has also been spot on when it has been needed, which has been rarely, the business value of which Cassidy is acutely aware of.

"For a company like us, at 7.30am when you've got your drivers ready to go out and dispatch stuff, if the system goes down at that time you're bugged. It's not much use having support starting at 9am when a lot of these companies get going. However, VBT responded to that. I have two people I could call on at that time of the morning.

Cassidy is confident the Exchequer Enterprise system will be a mainstay of operations at Enterprise Sales for a long time to come. "If I'd more time I'd dig in even deeper into it. After a year and a half we haven't even exploited it to its maximum.

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