

L A K E

"I don't want an accounting system, I want a business system that will add value."

"LAKE took the trouble to understand my business"

[Name], Finance Director, [Company Name] PLC

Situation

[Company background removed]

Critical issue

[Name] initially joined [Company Name] as Financial Controller. Soon after joining it became clear that the company was being hampered by an accounting system poorly suited to the needs of such an exciting and dynamic business.

The old system, based on Sage Line 100, fell short of their needs in three key respects.

- Sage was a standalone system with no integration to any of [Company Name]'s other business systems
- Sage restricted critical Cash Book processing to just one person at a time
- Sage lacked flexibility, particularly in the area of reporting, to help move the business forward

[Name] explains

"It was pretty apparent from day one that the system was antiquated. Sage was not linked to any of our other business systems. My colleagues were having to rekey transactions into Sage. Ours is a cash based business generating lots of transactions. Consequently, the information held in Sage was not up-to-date..."

...Moving forward I want to improve forecasting and produce management information that is relevant and current. To support our growth plan the Directors acknowledged that we need appropriate systems in place."

Why SunSystems?

[Company Name] was looking for more than just a good accounts system, it wanted a powerful management reporting system to help drive the business forward. SunSystems with its powerful Analytics tools provided this capability.

Amongst other systems that were considered, some suppliers proposed bespoke solutions to their reporting needs. This option was rejected in favour of the reliability of a tried and tested SunSystems solution.

[Name] explains

"I don't want an accounting system, I want a business system that will add value. Finance doesn't have to be just a back office role. I want it to be at the forefront of business decision making..."

...I chose SunSystems, in part, because it takes you beyond normal reporting. SunSystems is more intuitive and interactive than the other systems we saw. It enables me to go beyond standard reporting to implement a Digital Dashboard and Balanced Scorecard. This should allow me to focus on the wider picture..."

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... a couple of the suppliers we considered said they would develop something. But I was concerned about support and preferred SunSystems; it has a good name in the marketplace and is tried and tested."

Why LAKE?

LAKE was selected from a range of suppliers, including other SunSystems partners. The decision to choose LAKE was driven by their attention to detail and the quality of service during the system selection process.

"LAKE took the trouble to understand our business. Of all the suppliers we saw, LAKE was the only one that took some of our data away and put together a demonstration that reflected our business. This tailored approach helped us truly see the scope and possibilities in the system... My experience of LAKE since then has proved we made the right decision. The project is going really well."

Contact

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