

# L A K E

*"We chose Lake for their value and their approach to us. We were impressed by the professionalism of Lake's approach... The service has been excellent. I have no hesitation in recommending them. It's been superb."*

**[Name], Financial Controller**

## **[Organisation Name]**

### **Situation**

[Company background removed]

### **Critical Issue**

[Organisation Name] had been using the same finance system for many years. In the years since its installation, the society had grown and management information requirements had moved on. Unfortunately, the system had not been flexible enough to keep step with those changes. More and more spreadsheets and manual systems were being used to keep the system afloat. Consequently the Executive was not getting the management information they needed.

### **Reasons**

[Name], Financial Controller for [Organisation Name] highlighted a number of concerns

- Increased membership, an expanding product portfolio, and greater regulation, has led to a greater focus on the accuracy and depth of financial information available to the executive team
- Their old finance system lacked the flexibility to analyse financial data to the required level of detail
- Creating new reports was made particularly difficult as the system relied on generic report writers that did not understand the structure of the underlying financial data. So not only was the detail of information unavailable, but also the reports produced took too much time to develop
- Consequently, much reporting was being done in spreadsheets. This involved a lot of re-keying. It also took a lot of time and was prone to error.

[Name], explains

*"The Society has grown considerably since the old system was installed in 1994 and it now offers a wider range of products and services..."*

*...The old system was not at all easy to use. We ended up printing basic reports, keying into spreadsheets, and then adding to that information to get what we wanted..."*

*...This was taking up a lot of our time. And in a busy finance department, time is precious."*

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## Vision

There were a number of factors that swung the vote in favour of SunSystems from Lake Financial Systems.

### Ease-of-use

[Organisation Name] was looking for a full Windows product with input screens that can easily be adapted to the way they work.

### Reporting flexibility

They required greater depth to the reports available from their finance system. Those reports also needed to be simple to develop and adapt as information needs changed.

### Powerful reporting across the entire product range

The society required powerful reporting from all elements of the finance system. Not all financial management systems provide this.

### Improved integration with other business systems

The new system would need to link with a number of other business systems. The most notable amongst them were the membership / policy system, to assist in the processing of claims and the bank system, to automate bank reconciliation.

And finally, the society was looking for a system that would develop and grow with them rather than possibly having to look again in 5 years time.

The combination of Lake's experience of the friendly society sector and SunSystems software provided these capabilities.

## Result

[Organisation Name] now has a more flexible system to meet the financial reporting needs of the society for many years to come.

[Name] explains

*"We started off looking at a number of packages, but it was fairly obvious that SunSystems was going to be a lead contender from an early stage..."*

*...We were particularly attracted by the ease with which reports could be produced and by the flexibility to customise input screens...SunSystems has the flexibility you need when you need it"*

*"The ability to link into our membership, policy and bank systems will save a lot of time. We have a lot of cash movement - claim payments and so on. With SunSystems we automate as much of that process as is it possible"*

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Lake Financial Systems - a better partner for your SunSystems implementation:

*"We chose Lake for their value and their approach to us. We were impressed by the professionalism of Lake's approach"*

*"Frankly, the service has been excellent. It's been superb. I have no hesitation in recommending them."*

Looking to the future, [Organisation Name] plans to roll out the SunSystems Vision Executive inquiry and reporting module to managers outside of the finance team.

*"Our intention is to grant managers online access to their information...the benefit of the Vision tools is that they add value to the reporting process while we in finance retain control of access to information...it's a flexible system while at the same time being secure"*

## Contact

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