

[Company Name]

Key Features

- Proactis Spend Control 500 named users
- Proactis Advanced Reporting 500 named users
- Integration with SunSystems Financial Management
- Integration with third party Document Management

“Do we have better management control? Absolutely! One thing I like about the system in particular is that I get to see and authorise purchases before they happen. It’s not just about saving money, I am better placed to ensure that policy is implemented correctly.”

[Name]

The Company

[Company background removed]

Critical Issues

[Company Name] operated a legacy system for purchase order management written for them some years previously. Since the introduction of that system, the business had undergone considerable development through acquisition and organic growth. As a result, the old system fell critically short of requirements in a number of ways:

Firstly, the system required excessive manual intervention to operate. With 70,000 transactions flowing through the system per annum, it struggled to handle the volume of paper being processed.

Secondly, much of the information in the old system was inaccessible. [COMPANY NAME] needed to enhance the quality and accessibility of management information to help them manage spend with key suppliers.

Operational Efficiency and Spend Control

The decision to replace the old system arose from a desire to do more than simply replace a legacy system but a desire to implement Spend Control.

[COMPANY NAME] highlighted a number of key objectives

- Provide a platform for central purchasing and support functions to leverage the purchasing power of the organisation
- Provide automated workflow across the entire Procure-to-Pay process
- Provide a streamlined, integrated system based on standard packages. In particular, the new system must integrate to [COMPANY NAME]’s financial management system - SunSystems - and their chosen Document Management solution
- Improve management information
- Gain user acceptance by providing a system which is easy to use and delivers visibility of the process

LAKE

[Name] representing Group Finance for [COMPANY NAME] explains:

“The old system lacked the functionality we needed to run the business as we wanted. Top of our list of requirements was a desire for improved operational efficiency. This meant removing paper from the system and moving to electronic workflow...”

...from the point of view of reporting, much of the information we needed was held in paper files distributed around the purchase ledger team. And of the information that was in the system, much of it was held as free format text. We simply could not get at it.”

In addition to the above [COMPANY NAME] were keen to select a system that employed web technology based on a Microsoft SQL Server platform.

[Name] representing Group IT explains

“We have a large number of geographically dispersed sites and 50% to 60% of these sites have limited bandwidth. Bandwidth is costly and web technology is one way that we can manage it. Furthermore, with the core application being installed at a central location and services delivered across our Intranet we are better placed to serve the needs of our users.”

Delivering Spend Control

[Company Name] conducted a review of the market that included the issue of a formal Invitation to Tender. As a result of this process, Proactis from LAKE was selected from a range of alternatives.

Following a successful implementation, [COMPANY NAME] are starting to experience tangible benefits from the new system.

[Name] explains

“Proactis has helped facilitate change. We are removing the paperwork from the systems. For instance, there is no need to fax or copy invoices to resolve queries any more...”

...The old system was closed off for new orders a few weeks ago. Before implementing Proactis we were processing up to 70,000 transactions a year. By the end of this month I expect the vast majority of invoices to be handled in Proactis...

...We now have the right tool in place and have a much better handle on things. We are in a much better position to control spend with key suppliers.”

One of the most impressive features of Proactis is a user interface that is easy to use and easy to implement.

“Proactis was chosen because it delivers the closest fit to requirements and because it has an outstanding user interface. I tell people that if they are used to using Google and Expedia at home, Proactis is no more difficult than any of those services.” ([Name])

“We looked at a number of systems and Proactis had the best look and feel. Our purchasing is so wide spread. It includes people with lots of experience of using IT and those with relatively less experience of IT. We wanted a system that could be operated by everyone, and with the minimum of guidance...”

L A K E

...Particularly for the front-end we wanted something off-the-shelf. We wanted flexibility, and speed of delivery. Proactis fits the bill. Some of the other systems we looked at required too much intervention to make them work.” ([Name])

Implementing Spend Control delivers more than straight forward cost savings.

“Do we have better management control? Absolutely! One thing I like about the system in particular is that I get to see and authorise purchases before they happen. It’s not just about saving money, I am better placed to ensure that policy is implemented correctly.”
([Name])

The Best Supplier to Implement Spend Control

LAKE were chosen for their proven experience of successfully implementing Spend Control solutions alongside SunSystems.

“We have a good relationship with LAKE. All the guys there are good. They showed great commitment during the project and worked very hard. This project has further strengthened our relationship with LAKE. It is the measure of a good relationship the way that LAKE worked through issues as they arose and overcame them. I trust them to take our concerns seriously and deal with them effectively” ([Name], Group IT)

“The implementation with LAKE ran very well. We achieved what we set out to do in the timescales we planned. We are very pleased with the outcome and the support that LAKE has provided.” ([Name], Group Finance)

Contact

Lake Financial Systems
0113 273 7788
www.lake.co.uk