

CUSTOMER CASE STUDY: COLOUR SUPPLIES

Painting a bright future with
Sage Line 200



sage

Enterprise Solutions

Client profile

Shropshire-based Colour Supplies Ltd has two branches to its well-established decorating supplies business: trade sales are through its Colour Supplies arm, based in Wrexham, while retail sales are through its Housemakers store in Whitchurch.

The company employs 40 people altogether and has a healthy £3 million turnover.

“The prospect of changing our Tetra system to Sage seemed an enormous challenge and one that I was totally in awe of.”

Pauline Elsley,
Finance Director, Colour Supplies Ltd

The challenge

Colour Supplies Ltd was a satisfied long-term user of Sage Tetra based systems, running on a SCO UNIX platform. However, as a forward-thinking business, the company recognised the need to keep pace with changing technology.

As Pauline Elsley, Finance Director at Colour Supplies, explains, “It was not only the expertise and professionalism of the reseller involved that enabled the transition to Sage to happen both accurately and quickly. But what was more important to us was the personal backup and the reassurance that whatever the problem there was always someone there to help.”

From careful analysis of the requirements of the business, flexibility, ease of use and a manageable platform emerged as the top three criteria for the eventual solution. In particular, Colour Supplies investigated the long-term benefits to be gained from adding variable reports, to match the changes in growth planned for the two businesses.

Colour Supplies looked closely at the reporting facilities offered by Sage Line 200 on a Windows NT® platform, combined with the Impromptu report-writer, and were attracted by the increased business control such a solution offered.



Solution summary

Sage software:	Sage Line 200 – Finance/Distribution modules
Operating system:	Windows NT®
Database:	Microsoft® SQL Server 7
Hardware:	Hewlett-Packard
No. of users:	8-user system

The solution

Colour Supplies purchased a full suite of modules for their business, covering functions such as general ledger, accounts payable, sales ledger, cash management, order entry, invoicing and sales analysis, inventory control and payroll.

Like any ambitious business, Colour Supplies wanted its new system up and running as quickly as possible. In fact, from start to finish the implementation phase took under three weeks, including data conversion and testing.



The benefits

Through the powerful report-writing functions of the new system, Colour Supplies is achieving even better control of its business than with its previous system, enabling it to track costs carefully and achieve greater profitability. This is essential for success in the competitive world of DIY and decorating supplies.



Importantly, the system works the way the business works. The solution was integrated with the Microsoft Office systems that Colour Supplies already had in place, giving users the benefits of a powerful new system which has a familiar 'look and feel'.

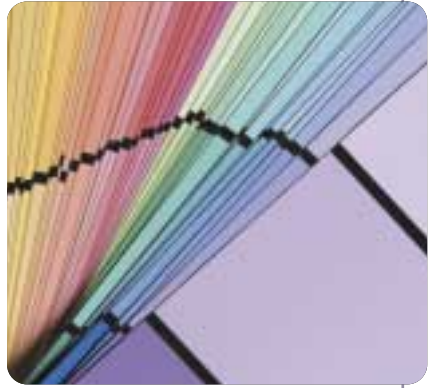
Although the trade and retail arms of the Colour Supplies business operate independently, both are linked via a kilostream connection. As a result, the two locations can operate seamlessly and can be managed centrally. In addition, product bar-coding increases the accuracy of inventory control and pricing.

The future

Having experienced the advantages of the Sage Enterprise Solutions system within the business, Colour Supplies is keen to expand the scope further to perform more functions for more users.

Pauline Elsley sums up the company's outlook, "The system has been extremely reliable and in a business that is open 7 days a week. This is extremely important to us."

"It has given us the opportunity to become more efficient and have all the information that we require to deal with our customer requirements without keeping them waiting. As for the future potential – this seems endless as we are still finding out as we learn more about the benefits on a daily basis."



For more details on the solution provided for Colour Supplies Ltd, please contact Sage Enterprise Solutions.

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