

CUSTOMER CASE STUDY: EquiP TECHNOLOGY

Sage Enterprise
supports start-up success
through ASP enablement



sage

Enterprise Solutions

Client profile

Millennium start-up, Equip Technology was formed in March 2000 when joint managing directors Neil Ledger and Ian Morris saw a gap in the market for the provision of quality internet networking technology through channel solution providers.

By partnering with quality technology suppliers, Equip Technology has established a portfolio of leading-edge products that allow them to design resilient internet infrastructures for their customers.



“One of the main benefits is that we have a stable platform that we don’t need to worry about and won’t need to change in the years ahead.”

Ian Morris,
Joint Managing Director, Equip Technology

The challenge

Despite operating in the new networked economy, Equip Technology encounters many of the challenges traditionally facing SMEs in all sectors. Its administration department has staff wages to pay, invoices to issue and accounts to settle. Many bills are paid in foreign currency, and so an advanced system of accounting was required.

Before operating as a going concern, Neil Ledger and Ian Morris identified the company’s immediate IT requirements, and recognised that user numbers and data capacity needs would increase through a period of rapid expansion.

Equip was also keen to protect sensitive data about finances, and other company information about client and partner orders. A resilient data storage facility was required that could be protected against external interference and physical damage.

ASP solution summary

Sage software: Sage Enterprise – Finance/Distribution modules

Service agreement: Managed Service Provision – full 24 x 7 service helpdesk, monitoring and support

No. of users: 8

The solution

“There are a thousand and one considerations to take into account when starting up a new company, and IT was a prime concern for us,” says Ian Morris. “We decided to take a fresh approach to solving those needs, primarily for the sake of cost, but also for reasons of security, scalability and time.”

Faced with the considerable overheads of starting a business, EquiP Technology looked for an alternative to the large capital outlay and all the incumbent costs associated with the purchase of an IT system. After careful consideration, Neil Ledger and Ian Morris chose an Application Service Provider solution.

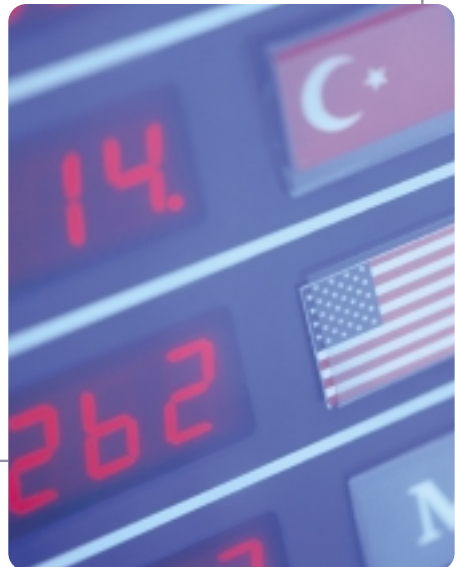
EquiP Technology wanted to facilitate a number of applications to promote the efficiency of many business processes. As a core administration tool, Sage Enterprise software was required to run all aspects of its finances such as accounts payable, invoicing, forex (foreign exchange), payroll, tax and purchase order reconciliation.

EquiP Technology was in fact the first customer to purchase Sage Enterprise as part of an Application Service Provider hosted solution. This strategy was possible because, uniquely, Sage Enterprise Solutions has introduced managed services to make its solutions for finance, distribution and manufacturing available through Application Service Providers.

EquiP Technology chose a solution that incorporated Sage Enterprise, with Business Objects business intelligence software to maximise internally and externally gained client and prospect knowledge. Lotus

Notes and Domino was selected as their integrated email system. The solution was designed for eight users initially, and was hosted on IBM Netfinity servers.

Through the existing partnership between Sage Enterprise Solutions, one of their channel partners and Pasporte as the Application Service Provider, the applications were installed over a weekend. By the Monday morning, EquiP Technology staff were using their applications, happy in the knowledge that all back ups and security were being taken care of by their Application Service Provider, leaving them free to concentrate on the business.



The benefits

EquiP Technology experienced benefits from day one. Ian Morris confirms, “The main benefit we saw immediately was having a system with all the functionality we needed from day one, like foreign exchange purchases and accounting – functionality we wouldn’t otherwise have been able to afford at such an early stage in our company’s development.”

He adds, “The greatest benefit was saving money and being able to invest capital in

growing the business rather than expensive IT kit and personnel.”

The future

EquiP Technology now has a system that's available on demand and managers have confidence in the future, knowing that they can add users and applications whenever needed.



For more details on the solution provided for EquiP Technology, please contact Sage Enterprise Solutions.

Telephone 0845 600 5999 (UK only)
or +44 (0) 118 927 0100.



Enterprise Solutions

active support for business

Sage Enterprise Solutions Limited

Sage House
Wharfedale Road
Winnersh
Wokingham
Berkshire
RG41 5RD
United Kingdom

Telephone: +44 (0) 118 927 0100

Facsimile: +44 (0) 118 944 9278

Email: sesinfo@sage.com

Web: www.sage.com/ses

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