

CUSTOMER CASE STUDY: VISTORM LTD

Managed Internet Services leader
keeps ahead with move up to
Sage Enterprise



sage

Enterprise Solutions

Client profile

Vistorm Ltd, formerly ESOFTE Global, is a world-leading provider of Managed Internet Services. Today, Vistorm Ltd delivers managed internet applications, otherwise known as application services provision, and managed internet security provision to a blue chip client base.

The company supports its customers in operating and extending their businesses securely in the online business world.

In March 2000, Vistorm Ltd was named European ASP of the Year at a major industry event.

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Gail Hazeley,
Financial Controller, Vistorm Ltd

The challenge

With the company experiencing significant growth, it became apparent that its existing Sage product, Sage Line 50, was no longer adequate to meet the increasing demands of the business.

Gail Hazeley, Financial Controller at Vistorm Ltd, was responsible for researching and reviewing possible replacement solutions. She came to the conclusion that moving up within the Sage product portfolio, to the Sage Enterprise Solutions product family, would provide a future-proof and upgradeable solution.

She explains, “We looked at various accounting packages and believed that Sage Enterprise provided a solution which could grow with the company and meet the demands of our business.”



Solution summary

Sage software:	Sage Enterprise – Finance/Distribution modules
Operating system:	Windows NT®
Database:	SQL
Hardware:	Compaq
No. of users:	10

The solution

Implementation of the new Sage Enterprise system rapidly went ahead. It took just five weeks from receiving the software to going live with the new system at the beginning of the company's financial year. In fact, the whole project lasted only seven weeks from start to finish, from placing the order to becoming operational.

Gail Hazeley notes that moving from a non-integrated accounting system to a fully integrated solution required extensive staff training, with quite a steep learning curve for users. Despite this, the company encountered no real problems with the implementation.

She comments, "We actually found the conversion of the data from Sage Line 50 to Sage Enterprise far easier than we'd expected. We managed to download the files from Sage to Excel, manipulate them, make the changes required and then upload that into Sage Enterprise. The whole process was very quick and very accurate."



The benefits

Vistorm Ltd now has a fully integrated accounts system from sales order and purchase order processing through to the ledgers. This gives the company the information needed to run the business effectively: sales analysis, profitability by division, and the other important management information.

As Gail Hazeley also explains, the actual speed of the processing has vastly improved: "Now that the manual element of the system has been taken away, we have seen an increase in accuracy and also a reduction in the time that it takes us to process the transactions. The reports that we produce – being automatic – are far quicker. We are able to produce our monthly management information in far shorter timescales and with improvement in the level of accuracy."

Vistorm Ltd now benefits from being able to download information from Sage Enterprise into both Word and Excel. The company

has found that this adds an extra dimension into reporting in terms of credit control letters and the provision of management information in a more user-defined format.

Gail Hazeley concludes, "Sage Enterprise Solutions has given me a fully integrated accounting package within very short implementation timescales at a reasonable cost. I have improved management information and I also have ease of use for my users, so the upgrade to Sage Enterprise on Microsoft Windows NT has met all of my expectations."

The future

Vistorm Ltd initially started with ten users on the new system, the minimum number needed to get the accounts system up and running. There are plans to extend the system throughout the company within a fairly short period of time.



For more details of the solution provided for Vistorm Ltd, please contact Sage Enterprise Solutions.

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