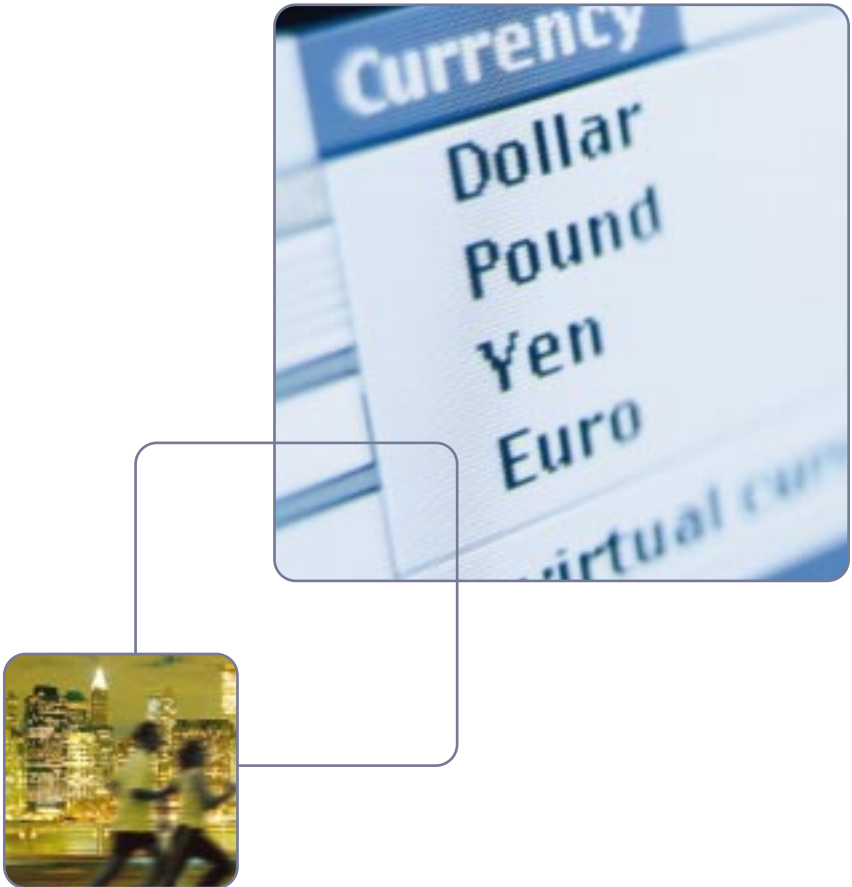


CUSTOMER CASE STUDY: WORLDPAY

Sage Enterprise
helps eCommerce enabler go global



sage

Enterprise Solutions

Client profile

WorldPay plc is one of the world's leading eCommerce companies, providing secure internet payment-processing solutions and enabling hundreds of companies to become eBusinesses every week.

WorldPay is a global company that has been at the forefront of eCommerce innovation since 1993. Major milestones include:

- 1994 Built the first online shop with secure payments
- 1995 Produced the first bank-endorsed payment system
Built Europe's first shopping mall
- 1996 Produced the first multicurrency payment system
- 1999 Produced the first shop with customer selector currency pricing

The system currently accepts payment in over 130 currencies and accepts all major credit cards. It has also been integrated into the major shopping cart systems including WorldPay's Click and Build, Web Trader, Intershop, iCat, Mercantec and many more.

"The implementation of Sage Enterprise has given WorldPay an international capacity that is trouble-free, giving timely and accurate financial information. I believe this is a significant achievement for our business and for the software that helped us achieve it!"

Brian Jones,
Financial Systems Manager, WorldPay

The challenge

At the end of 1999, WorldPay began looking for a replacement financial system. Rapid and significant growth meant that the selection and implementation process had a limited window. Key selection criteria included:

- Functionality to meet WorldPay's current and future requirements
- Speed of implementation
- Proven solution to ensure appropriate controls and facilitate the development of structured processes and procedures
- Future integration with their transaction-processing system for sales data

Business growth meant that a high level of staff recruitment was necessary. This made it important for the system to be flexible, as a number of these people would be involved in managing various aspects of the system.

WorldPay's timescale provided one month for the new system to be operational. Minimal disruption to their business became a key success factor.

Solution summary

Sage software:	Sage Enterprise – Finance/Distribution modules, Web Client
Operating system:	Microsoft® Windows NT®
Database:	Microsoft® SQL Server 7
Locations:	UK, Jersey, USA, Singapore

The solution

Following assessment of several systems, it became immediately apparent that the Sage Enterprise system would be required due to its functionality. The potential for a rapid implementation and the requirement to have a group solution around the globe, incorporating all subsidiaries, could be catered for through the functionality available.

It was proposed to implement Sage Enterprise – Financials, on a dedicated server in the UK head office and to provide full access to the other locations.

A group model was designed to facilitate global roll-out which would facilitate common work practices for these and any future WorldPay Group offices. In addition, consolidated group accounts could be produced.

It was essential to the smooth working of the organisation that the system offered multicountry and multilingual support – this is inherent in Sage Enterprise, and now provides the US office with American terminology and compliance with their legal and fiscal issues.

Where necessary, support could also be provided by the worldwide offices of Sage to avoid time zone differences.

Management in the UK could also view the same information as the staff in the US or Singapore offices.

The system now comprises: General Ledger; General Ledger Consolidation; Accounts Receivable; Accounts Payable; Fixed Assets; Cash Management; POP and POR.

The purchase order requisitions module has enabled WorldPay to effectively manage each department's spending and monitor spend by budget, while providing extensive control over purchase order authorisation for each department.



The benefits

The system was implemented on time and welcomed by the users and the management team alike. Central server management had enabled rapid implementation and reporting, and minimised the systems management function and the resources required.

Brian Jones, WorldPay Financial Systems Manager stated, "Business expansion was so rapid that we needed a system that would permit us to install, customise, develop, train and understand quickly and concurrently. We achieved this within our stated deadlines and now have an international capacity giving a trouble-free, timely and accurate financial system – a significant achievement for both WorldPay and the Sage software that helped us achieve it."



The future

It is now proposed to expand the system to cover other aspects of the business.

At present, summary transactions by area from the payment processing system are manually entered in Sage Enterprise. A project is now being initiated to integrate the two systems, providing up-to-the-minute management accounts and key performance indicator reports.



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

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