



Our New Year's re-Solutions

Issue 1 : 2020

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Welcome

As we enter a new year *and* a new decade, it is the perfect time to reflect over 2019... what a year it was! There were many highlights, one of which was being recognised for the educational support we provide our customers and the commitment and dedication we have to the SaaS model by being awarded 'SaaS Partner of the Year' by Sage. Other highlights include the release of true cloud accounting product, Sage Intacct, into the UK market and our ongoing growth and expansion to team solutions.

Recently cloud software has gained momentum and is taking centre stage. The growing appetite for subscription and hosted business technology resulted in an incredible £40bn investment over the last year from UK businesses and there are no signs of this movement slowing down - Introducing true cloud and SaaS solution... Sage Intacct! Launched in the UK market on 7th November 2019, this innovative solution gives you the tools to completely transform your business processes. As one of only a handful of UK partners, we are elated to have the opportunity to introduce Sage Intacct to our clients.

Catching Up On The Latest...

At Solutions we want our customers to be as knowledgeable about their systems as possible, therefore, we are holding a number of product webinars- keep an eye out on our website for more details.

New product alert coming soon...CIM 50, Manufacturing for Sage 50 and ProForecast, powerful tools for SMEs!

Introducing our new Head of Sage Intacct Operations!

We are so proud to announce that after just two years at Solutions, Gareth Bezant has been promoted to Head of Sage Intacct Operations! Gareth's accreditation positions Solutions as one of only a handful of Sage Intacct Partners in the UK, and the sole partner in the Midlands.

Gareth Bezant, Head of Sage Intacct Operations, said: *"After months of training and accreditations it is great to finally be able to shout about Sage Intacct and put our knowledge into action. Having spent a lot of time over the last few months with the team at Sage Intacct, it is clear its best-in-class status and consistently high levels of customer satisfaction are well deserved. This powerful and versatile true cloud product is exactly what SMEs in the UK have been waiting for, and we are excited to be at the forefront of its launch into the UK market."*

Euan voted Employee of the Month!

Our customers mean everything to us, which is why we value feedback so highly. Euan has received some outstanding feedback as a result of regularly going above and beyond to help clients, ensuring they experience the best service possible. Well done Euan!

Meet your Account Managers...



Lee Pearsall is our Sage and Independent schools buff. Having worked in the industry for 23 years, Lee is best placed to help our valued clients make the most of their systems and offer his advice in streamlining their businesses processes.



Sentley Wilson - What Sentley doesn't know about software isn't worth knowing! Having been at Solutions for over 8 years, Sentley understands the importance of a smooth-running system and the reduction in manual processes.

PS...Keep your eyes peeled for news about our 2020 Customer Day! We'd hate you to miss out!
Sign up to our mailing list on our website to stay up to date.

Moving With The Times

There is excitement in the air at Solutions as we have broadened our portfolio. Our cloud offerings meet the needs of all aspirant businesses as well as continuing to support those with more traditional requirements. With a range of cloud and SaaS products we are now able to provide greater choice to our clients who see value in class-leading technologies that don't require heavy investment in IT infrastructure.

Why Cloud?

Cloud computing eliminates the need for costly IT infrastructure and overheads by accessing the software directly through a web browser. Users can access applications from *any* device with an internet connection such as a smartphone, tablet or laptop. Information and programmes are hosted by outside parties and exist on a global network of secure data centres instead of on the user's server. Cloud based software gives you the freedom to work where and when you want, rather than being tethered to your desk.

Check It Out!

Our Intuitive Cloud Offerings...

- **Sage Intacct**- Finance Managers and CFOs can access integrated management and financial reporting across their business entities allowing you to focus on growth and drive.
- **Salesforce** - This is the world's leading cloud-based CRM system, which has revolutionised the way businesses manage their relationships with customers and prospects.
- **Act! CRM** - With the addition of powerful Marketing Automation, this is the flexible CRM 'Growth Suite', trusted by millions worldwide to drive business success. Develop enduring customer relationships, maximise engagement and secure revenue growth.
- **Sage CRM**- With the ability to access through your browser, this easy-to-use solution supports your business growth by enabling your customer service, sales and marketing teams to work together and easily share information and manage their communications.

Our cloud connected products...

- **Sage 200** - Easily manage your accounts, customers, manufacturing, supply chain and business intelligence whilst you're on the move with Sage 200. With the freedom to work how and when you want, collaborate in real time and gain the visibility and overview your business needs.
- **Sage 50**: Run your business more efficiently with a time-saving, in-depth solution that manages your accounting, invoicing, cash flow, inventory tax and so much more. Gain the reliable information you need to stay in complete control and drive your business forwards.

Do you want more information on our products? Speak to our experts on 0115 840 5075
or email enquiries@solutionscloud.uk



We're on cloud 9 about Sage Intacct!

We couldn't be more excited as this true cloud and SaaS solution puts Sage Intacct at the forefront of the cloud accounting arena. Sage Intacct may be new to the UK, but this well-established product has been in the US for 20 years!

About Sage Intacct...

Voted the #1 cloud accounting and financial management software product for customer satisfaction in G2, Sage Intacct is the perfect addition to the ever-growing demand for cloud-based software. Track business growth by keeping your deals moving in the right direction with unique sales process automation. Sage Intacct can help you focus on what you value most, gain extensive visibility and track product profitability allowing you to improve productivity, which consequently keeps your customers happy!

Sage Intacct helps CFOs and finance professionals access integrated management and financial reporting across their business entities in just a few clicks, enabling you to successfully grow and drive your business. Sage Intacct delivers the automation and controls around billing, accounting and reporting that finance needs to reduce errors, stay audit-ready and scale the business.

True cloud flexibility and accessibility

Keep your organisation agile with an open, configurable, cloud accounting solution that lets you easily share data and connect multiple solutions, including Salesforce, with your financial foundation.

Your entire organisation can leverage intuitive, easy-to-use systems that your staff around the world can easily learn and navigate efficiently.

Relationship with Salesforce

Sage Intacct works directly with Salesforce to develop, maintain and support a certified integration. With each new release of either product, they work collaboratively to automatically deliver a certified and compatible integration to the customer.

At Solutions for Accounting and CRM we are a Salesforce Certified Partner; we have expert knowledge and fully accredited members of staff, and we are proud to be your local cloud partner!

#1 in customer satisfaction

Customer success remains at the heart of Sage Intacct's business model. On leading business software review platform G2, Sage Intacct has the highest customer satisfaction score for accounting software and ERP Suites. Sage Intacct focusses on the SME market with the ability to consolidate across hundreds of entities in seconds, enabling your Finance Manager to shift from historian to modern and data driven, helping drive your business forwards.

sage Intacct

sage

Sage SaaS
Partner of the Year

2019

What Is Sage Intacct?

Here's All You Need To Know...

By providing rich financial and operational insights, Sage Intacct can help your business grow with ease. This leading accounting and financial management system gives you the ability to reduce your period end close time by almost 80%, helping you focus on growing your business!

Features of Sage Intacct

Core Financials give you access to the powerful automation of complex processes and multi-dimensional data analysis.

- **Accounts Payable-** Streamline your workflow across the AP cycle and gain real-time visibility.
- **Accounts Receivable-** Automate processes, email invoices and offer a variety of payment options.
- **Cash Management-** Access a complete picture of your cash footprint and working capital, putting you in control.
- **General Ledger-** Benefit from multi-entry, multi-dimensional financial visibility, scalability and flexibility to thrive without limitations.
- **Order Management-** Save time, improve accuracy and increase profitability by removing manual work from multi-channel order management.
- **Purchasing-** Reduce invoice-to-payment time by 50% eliminating hours of transactional data entry.

Advanced Functionality provides you with everything to increase productivity, make timely decisions and drive your business forwards.

- Fixed Assets • Inventory Management • Multi-Entity and Global Consolidations • Project Accounting
- Revenue Recognition • V.A.T. • Spend Management • Time and Expense Management • Vendor Payment Services



Are you interested in finding out more about Sage Intacct? Speak to our specialists on 0115 840 5075 or email enquiries@solutionscloud.uk

www.solutionsforaccounting.co.uk

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Is Salesforce Suitable For Smaller Businesses?

As the world's leading cloud-based CRM, Salesforce has revolutionised the way businesses manage their relationships with customers, prospects and partners from one unified platform.

Many are under the impression that Salesforce is designed for larger businesses, needing full scalability and flexibility, but what about SMEs? Is Salesforce a suitable option?

Contrary to popular belief, Salesforce *is* small business friendly. Salesforce offers SMEs the power and functionality of an enterprise level CRM, with no need to change systems throughout your journey of growth as a business, it can be your secret to success!

Cloud solutions *don't* require a server, therefore you don't need to employ extra staff to support the IT infrastructure, saving on overheads. All you need is a PC, laptop, tablet or mobile phone with an internet connection and away you go. With Salesforce you can run your entire business on your smart phone and communicate with prospective, existing *and* returning customers, which consequently improves client satisfaction.

The Features of Salesforce...

Easy-to-use, scalable customer management

Strong customer relationships are crucial for SMEs! Salesforce provides you with advanced customer management tools, allowing you to stay in regular contact with your clients and prospects. Understand exactly what stage you're up to with your customers, the direction you need to move in to keep them satisfied, and the obstacles you need to avoid to close deals.

Improved customer service

As a small business, maintaining a high level of customer service can be challenging. Connect Salesforce with other cloud-based services, such as Facebook, Twitter and LinkedIn. As well as directly responding on these platforms, you can use these insights to predict future trends and patterns in addition to delivering customer service directly through social media.

Flexible growth

Salesforce provides scalability and flexibility, with extra apps you can bolt on when you need them to enhance its existing features. Accessible from anywhere, at any time, everyone in your business has up-to-date customer information at their fingertips.

The Solutions 'Quick Start' Package (£5000 exc. VAT)

Salesforce implementations that take months to deliver are in nobody's best interest. We find that organisations able to adopt core Sales Cloud functionality, in a shorter controlled time frame, experience an accelerated return on their investment. Our bespoke package is designed to get you up and running in just a few weeks by helping your business embrace core Sales Cloud features such as leads, campaigns and opportunities.

Contact our experts today on 0115 840 5075 or email enquiries@solutionscloud.uk

Should I Move To The Cloud?

A significant number of UK businesses can now access their business software in the cloud, enabling them to work anywhere, at any time. As businesses continue to move to the cloud, they have the ability to access services 24/7 on any mobile device, transforming the way they interact with colleagues and customers.

When is it time to make the leap?

Is your business growing rapidly?

As your business is growing, you may begin to notice that your existing system is restrictive and limiting. Outgrowing software is a common issue for many growing businesses, this is when it might be worth looking at cloud systems with greater flexibility and functionality.

By upgrading to a cloud based solution you are attaining access to large amounts of storage, allowing your business to grow with ease. Gain the flexibility and scalability you need to work on-the-go without the hassle of a slow, restrictive system.

Is your business becoming more mobile?

As the future of technology shifts to the cloud, businesses are using their desktop computers less and mobile devices more, enabling you to work whenever, wherever. If your business is becoming more mobile and your staff are working on-the-go or from home, a cloud accounting solution enables access regardless of your location.

Is your business software slowing you down?

Slow software can be a nightmare as it becomes difficult for you to effectively manage your business and its processes. You may be experiencing inaccurate details, system errors and day-to-day problems that cause not only your system, but your whole business to slow down.

Cloud solutions give you freedom from server hosting or infrastructure, which consequently reduces your overheads and maintenance charges greatly.



Are you interested in finding out more about our cloud solutions? Speak to our specialists on 0115 840 5075 or email enquiries@solutionscloud.uk

The benefits of integrating Sage 200 and Salesforce...

Using two systems can work well, however challenges arise when there is a disconnection between your accounting and CRM systems, resulting in the absence of data sharing. This can have a critical impact on your business as it stops your users from gaining fundamental information required to drive sales and revenue. It can cause a significant amount of repetitive, time-consuming data entry, not to mention the errors that occur with manual inputting.

With this in mind, our team of in-house Sage developers have created a bespoke synchronisation between the worlds #1 CRM - Salesforce, and Sage 200, helping you streamline your business processes. No longer feel the burden of inefficient, repetitive manual data entry and allow the two systems to talk to each other and do the hard work for you. This integration helps you reduce operational costs, increase the amount of sales time available to your Salesforce users, and enhance your customer service levels.

This integration has been developed to improve efficiency and reduce costs by transferring data between the two systems. This will enable everyone within your business to have access to the most up-to-date information, whether they are a Salesforce or Sage 200 user.

What the Salesforce and Sage 200 Integration means to your business:

- Create an empowered, efficient sales team that drives revenue by customising your dashboard and automating tasks to seamlessly manage your sales cycle.
- Close deals faster than ever before with advanced analytics, reporting and forecasting, pulling information from both systems.
- Scale your customer service capabilities without complexity and reduce response time, building a positive, long-lasting relationship with each of your customers.
- Better understand your customers' needs, solve their problems quickly and effectively, and identify opportunities to help them.
- Create cross-channel marketing campaigns and use data from every department to produce smarter emails to engage with customers.

Eliminate the need to switch between systems to check stock, order history or contact details.

Remove the double entry of contact details, company details or orders.

Eradicate double licensing. Salesforce users can see stock and order history, they no longer need a Sage 200 user license for visibility.

Create a more positive user experience with an integrated system, eliminating duplicated data entry and gaining clear visibility across your systems.



sage 200cloud

For more information contact our experts today on
0115 840 5075 or email enquiries@solutionscloud.uk