

Solutions

Summer 2017

www.solutionsforaccounting.co.uk



Solutions re-brand



April the 1st is universally recognised as the day to play practical jokes on others and spread hoaxes. This particular date however, has an even more significant meaning for us at Solutions – since the year 2015 at least.

April 1st 2017 marks the 2 year anniversary since the merger between Solutions and BluebirdCRM. A lot has changed since the two separate entities first joined forces. The complementary skill sets of the personnel and services offered have resulted in our enhanced capabilities in providing integrated business and financial management solutions and further supporting our clients in their quest for business growth. Solutions have also increased our employee headcount from 27 to 40, and created 13 new jobs since the merger.

Solutions was formed in 1998, consisting of a single member of staff, and has developed into a UK leading Sage and Swiftpage business partner. BluebirdCRM was founded, in Derby, in 2005 and became a noted provider of CRM and marketing software solutions Sage CRM, Mailchimp and Act!. Its objective was to help SMEs grow by improving their sales and marketing capabilities.

"We have achieved more together than each of the companies would have been able to apart. The focus throughout has remained the same – high quality, value adding services with excellent customer care. The merger integration process presented us with the opportunity to internally re-evaluate and inevitably improve our overall customer experience," explained Iain Barker, Managing Director of Solutions.

With the transformation that has taken place over the past 2 years, now is the perfect time to announce that our brand will officially be known as '**Solutions for Accounting and CRM**'. As a result our logo has been tweaked to accommodate the name change.

The change means more than just re-branding. It also represents the fact that we now have an extended portfolio of integrated CRM and Accounting solutions which can enhance your business enabling it to be stronger with tighter control and more informed staff. Whatever the size of your business, whatever the stage of development or challenges that you face, we are now better placed than ever to support your growth.

It will remain business as usual however, and our valued clients can expect the same customer service excellence, which they have become so accustomed to. There will be absolutely no disruptions to support procedures or timelines and sales and service contracts will remain unchanged.

We are more than happy to address any questions you may have. Contact us on **0115 840 5075** or email enquiries@solutionsforaccounting.co.uk.

Welcome to our summer newsletter



Article 50, budget U-Turns, volatile exchange rates... whatever next? Remember the old Chinese proverb: "When the wind of change blows, some people build walls, others build windmills". In this issue, we want to help build *your* windmill by sharing hints, tips and news of exciting products that have the potential to underpin your growth and create competitive advantage.

Considering these objectives, we have a number of features on new and improved software releases for Sage 50 and Sage 200, an exciting re-brand to mark the 2 year anniversary following our merger with BluebirdCRM and top 20 email marketing tips to help you get better results from your campaigns. We also announce our chosen charity for 2017 and our scheduled fundraising activities for the year.

We have a new and exciting product to add to our CRM portfolio. Salesforce- is the world's #1 CRM provider and we are immensely excited to have completed our rigorous training and examinations to confirm our status as 'Salesforce Certified Professionals'. It is no coincidence that our Salesforce partner training has come shortly after the release of Sage Live, meaning we are now more qualified than ever to offer you the complete business management package that is Sage Live (built on the Salesforce platform) as well as selling Salesforce independently.

We hope you find the newsletter helpful and interesting and if you have any feedback, please do not hesitate to contact me directly. I would love to hear your thoughts.

Bethan Wright

Marketing Manager
bethanw@solutionsforaccounting.co.uk

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To celebrate 2 years following our merger with BluebirdCRM we have re-branded.

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Refer a friend



If you are pleased with the service you receive/ have received from Solutions and refer a friend who proceeds to join our customer community, we will reward you with a referral fee that reflects the value of the sale.

Word of mouth is the best marketing for our company, so it is only fair you get a reward!

*T&Cs apply - see our website for more details.

New member of team Solutions



Mira Augustus

Mira joined Solutions in January 2017 as Customer Service Specialist. She is the key link between our prospective customers and our product consultants. Mira evaluates the needs of new enquirers and connects them with the Solutions expert who is most likely to help find a solution to their business problem.

Her strong hunger for providing exceptional customer service mirrors that of the company's and we are very much looking forward to seeing how her role develops and progresses.

Prior to Solutions Mira ran her own business, which she started as a Student at Nottingham Trent University – Elite Editing. This involved helping foreign students to maximise their potential if English wasn't their first language by further assisting them to accomplish the next steps in order to progress into their career of choice.

In her spare time Mira enjoys watching films, trying different cultural cuisine, travelling and spending time with her family.

Other CRM news...

Swiftpage (the company that own Act! CRM) have recently introduced a new form of certification. They have progressed on from a simple 20-multiple choice question exam to a series of more practical, hands on challenges that extensively tests the consultant's understanding of the system, implementation and customisation capabilities. Recently, Stephen Stubleby, CRM Consultant at Solutions, became the first International Act! Certified Consultant (i.e. outside N. America/Australasia) to pass the new certification.

Further to this, after months of studying, Will Ingleby - Solutions Director, and Stephen, have both passed their Salesforce System Administrator's exam (hardest exam they have ever sat apparently), and they are both Act! Certified Consultants, SageCRM Certified Implementation Consultants and Salesforce Certified Professionals.



We are hiring!

At Solutions we are pleased to be continuously growing our team and have a number of positions available:

- Apprentice Marketing Assistant
- Apprentice Business Administration
- Apprentice Technical Support
- Telemarketing Executive (x2)
- Internal Sales Executive (CRM products)

If you are interested in finding out more about any of the above positions please go to solutionsforaccounting.co.uk/about/careers

May the force be with you



Heard of Salesforce? In the world of CRM solutions, it's a very big name. In fact, with a market capitalisation of \$55 billion they don't come any bigger. Sage is also a global brand, and although its market value of £7 billion isn't quite on the same scale as the San Francisco giant, it is still firmly established as the UK's No.1 business management software vendor.

Therefore, imagine our excitement when the FTSE 100 favourite forged a deal with the world's number one CRM provider to deliver a brand-new cloud based integrated accounting and CRM solution!

The product of this collaboration? Sage Live, a beautifully designed, well resourced, and richly featured accounting solution built entirely on the Force.com platform.

As a Sage 'Ignite' partner, Solutions were hand-picked to lead the charge with Sage Live and our consultants have really enjoyed the learning process. We're excited to be working with Sage at the birth of a new generation of business tools that really do have the power to be transformational for our clients.

Of course, the return on a Sage Live investment is accelerated when, once implemented to manage financial resources, it is extended across the enterprise to support customer relationship management in all business disciplines. Sage Live users don't want mere accounting capabilities, they want CRM as well... they want Salesforce!

For this reason, Solutions for Accounting and CRM took the decision to invest in developing our capability to deliver and support Sage Live, but also to manage complete Salesforce projects as well! Today, we are proud to announce that Solutions has become a Salesforce Consulting Partner with fully accredited Salesforce Certified Professionals. Through upskilling our existing staff and recruitment, we are now immensely experienced and fully able to deliver customised Salesforce solutions which form part of a Sage Live implementation, as well as standalone 'Sales Cloud', 'Service Cloud' and 'Marketing Cloud' systems.

Together with our other market leading CRM brands (Sage CRM and Act!) and the Sage range of ERP tools, we firmly believe that we are perfectly equipped to provide a business solution to meet the needs of any forward-thinking SME.

Contact Solutions today on 0115 840 5075 or email enquiries@solutionsforaccounting.co.uk to discuss Salesforce.

Integrate your Act! CRM and Sage Accounts with a leading Diamond Partner

Integrating your Sage Accounts software with the #1 best-selling customer and contact manager – Act! CRM can be one of the most convenient ways to consolidate every aspect of your business. The potential benefits are significant! You can optimise your operational efficiency and streamline the process of identifying sales patterns and cross-selling opportunities with current data that relates to the volume and value of trade in your business.

Solutions for Accounting and CRM have been a leading Act! CRM provider for 19 years, implementing over 1300 systems across the United Kingdom in the process. As an Act! Diamond Business Partner – the top tier of Act! Certified Consultants – we specialise in the implementation and customisation of Act! to meet your specific requirements, helping you to run your business better. In addition to this, we are an Act! Premier Trainer specifically recommended by Swiftpage (the authors of Act!) to deliver Act! related services and customised training either on-site or in a dedicated facility on their behalf.

At Solutions we have Act! Consultants with decades of experience. Our wealth of knowledge allows us to better understand your business needs, gauge the impact and proceed accordingly with the appropriate solutions.



Meet Will Ingleby, CRM Director



Will founded BluebirdCRM in Burton upon Trent 13 years ago. The business became a well-established award winning provider of CRM solutions to SMEs, expanding and relocating to prestigious offices at Mercia Marina. In 2015, BluebirdCRM merged with Solutions to create one of the UK's best resourced providers of integrated Accounting and CRM systems. Will is now a Director at Solutions, predominantly focusing on the CRM side of the business.

What is your favourite thing about working at Solutions since the BluebirdCRM merge?

"It feels great to be a part of something that's growing. We've got some really talented people and great opportunities lie before us. For me, that makes it an exciting place to work where no two days are alike."

Tell us about yourself...

"Still with my first wife (of 25 years) and two teenage boys, and somehow still have all my own hair! I like to support local schools as a governor, it's rewarding work. My spare-time passion is flying. I'm on the verge of getting my private pilot's licence and I'm looking forward to sunny weekend trips to the coast with Mrs I."

What is your favourite film?

"I'm a sucker for old musicals. I'd have to go with 'High Society' starring Frank Sinatra, Bing Crosby, Grace Kelly and Louis Armstrong. I know all the words!"

What is your ideal job, other than the one you have?

"Fighter pilot. Always wanted to be one, but the RAF said I was too tall for the cockpit (I still think I could have bent my knees)."

What is on your bucket list?

"I'd love to get inside Buckingham Palace, Downing Street and the White House for a good snoop around. I also want to fly a Spitfire before the last ones are grounded for good."

What is your favourite holiday destination?

"New England, specifically Martha's Vineyard and Cape Cod. It's so chilled out and rustic, I don't think I could tire of exploring that part of the world."

TOP 20 EMAIL MARKETING TIPS



Clients frequently ask us how to get better results from their email marketing campaigns... Maybe it's because we're always extolling the virtues of email marketing tools like Act! eMarketing and Mailchimp integrated within our CRM solutions, or maybe it's because the word has spread that we've trained over 1,000 businesses in email marketing best-practice... Either way we're happy to share, so we asked our email marketing evangelist, guru, trainer and chief eNerd Will Ingleby to list the secrets of success! Enjoy...

1. Develop a digital strategy: Crystallise a simple 'strategy' in order to understand how email marketing will contribute to your business. Be clear in your own mind about how it will work. Be realistic about how much time you will dedicate to developing your email marketing capability.

2. Get permission: If you send unsolicited emails, you can damage your brand, invalidate your campaign and hurt your sender reputation. Work hard to build opt-in lists and don't base your campaigns around lists that contain targets who have simply not opted out.

3. Understand the law: Permission is the key to all deliverability. In the UK, the legal requirement is that you get the subscriber's permission by them taking a positive action, which is fully informed and freely given before sending an unsolicited commercial email. The so-called 'soft opt-in' is the exception to this rule.

4. Deliver value: Once people have subscribed to your newsletters, your work begins! It's imperative to continue to deliver value in every subsequent communication that you send. The first email that you send which includes repeated or irrelevant content will possibly be the last email of yours that they open.

5. Make quality a priority: Provide clear visibility of who you are. Enable easy opt-out. Don't send too many emails or poor quality emails which will generate too many spam complaints. Manage unsubscribe requests effectively, monitor and resolve spam complaints. Use a double opt-in process.

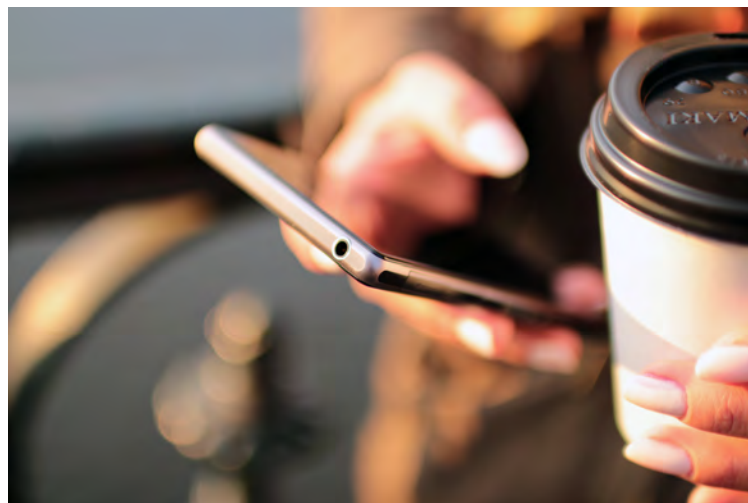
6. Manage frequency: Don't confuse the ability to send mass emails at the press of a button with hounding. If you abuse the facility, your clients/subscribers will demonstrate their annoyance by deleting your mails on sight, moving them to the junk mail bin or even worse, reporting as spam.

7. Consider timing: It makes sense for you to try to ensure your emails hit the recipient's inbox when they are sat at their computers. If you are able to do this, you have a greater chance that the email will be opened and read as it is not competing with other emails in the inbox for the recipient's attention. If you can get the delivery time right, you'll earn a far greater response and also your 'trust relationship' with the recipient will have a better chance of developing.

8. Cleanse your data: When you send out email blasts to an opt-out (or implied consent) audience, you might waste half or more of your spend by sending to email addresses that don't exist anymore. Address churn on a typical email list is 20% to 30% a year on average. So, if a list is two years old, more than half of the addresses could have gone bad. The worse case scenario is that if you deliver emails directly from your own systems and a great number of them 'bounce', your ISP (Internet Service Provider) may block your email altogether. Try to implement some means by which you can check or cleanse your data.

9. The 'From' line: Your email has to stand out in a crowded inbox. Put your company name (or description of your service) in the 'from' line for fast recognition. In a Forrester study, the two main reasons participants said they opened commercial emails were because they recognised the sender as a company they signed up with (40%) and because they recognised the sender's name (52%).

10. Craft a good subject line: The subject line has to grab the reader's attention in a fraction of a second. Try to avoid long words or being cryptic; don't make the reader work too hard to understand what the email is about. Include a clear and unambiguous description at the beginning of the subject line and get the key value in the first 30-35 characters to avoid truncation in the Inbox.



11. Design for the inbox: Design the top of your email to be 'preview pane' and 'disabled images' friendly. Use teaser text and HTML colours and layout rather than an image so readers can get an immediate 'preview' of your email even if images are disabled. Finally, put the important content – the offer, the call to action, newsletter contents – up at the top for immediate viewing.

12. Personalise your message: Personalisation uses recipients' own information to create highly relevant messages, which boosts your value. Email marketing software typically enables you to personalise at the individual recipient level, with email that recognises each one by name, buying history, content, format, etc.

13. Use a strong Call To Action (CTA): The first time a recipient opens your email is the single best chance you have to invoke a response. Make it very easy for them to engage with you, perhaps in a number of ways so that they can choose the one they feel most comfortable with. Recipients usually make a decision whether to engage within a fraction of a second. Tip the decision balance in your favour.

14. Use html but keep it simple: You can format messages in HTML ('hyper text markup language' – the stuff web pages are made from) or plain text. By creating HTML-formatted email messages, you can create visually appealing campaigns that look similar to web pages. By creating text email messages, you can include minimal formatting and display only text and hyperlinks.

15. Test for Mobile: More than 50% of email messages will be read (at least initially) on a mobile device, and this percentage is growing continuously. Use 'responsive' templates that optimise the presentation of content to suit the device that is being used to read them. Your emails need to effectively communicate your value proposition and earn a response wherever they are read, so don't overlook the importance of multi-platform testing.

16. Don't assume delivery: One of the key issues around email marketing is deliverability. As hard as the creators of emailing software are working to achieve greater 'penetration', the developers of spam filters are striving equally hard to protect the recipient and prevent spam from getting through. Use spam checking software that enables you to test your email templates before distribution. The test applications use the same SpamAssassin-type checks to discover whether your email is likely to get through to the inbox, scoring the mail and providing suggestions in terms of how you might improve your chances of success.

17. Use the proper tools: Many people send bulk mailings from their own standard email client – such as Microsoft Outlook – via their own ISP (Internet Service Provider). Whilst this is very low cost and easy to do, there are some potential pitfalls that might make dedicated email marketing systems worthy of consideration. For example, managing Opt-outs, avoiding email server overload, ISP blocking and response tracking. Using standard email tools relies heavily upon the broadcaster consistently implementing manual checks and adhering to policies and processes that ensure the campaigns are successful, and that legal compliance is maintained. Automated email marketing tools help manage these aspects automatically.

18. Create good landing pages: While enticing email creative is very important in order to attract click-throughs and website visits, effective landing pages are vital in order to 'close the sale' and encourage your visitors to take the action you want them to take. Where possible, the landing page should be customised very closely to reflect the email advertisement (or 'Call To Action') which triggered it. By adding a parameter to the landing page "URL", advertisers can measure the return on investment of their email marketing campaigns based on relative 'click-through' rates.

19. Viral email marketing: Viral emailing uses pre-existing social networks to produce increases in brand awareness or to achieve other marketing objectives (such as product sales) through self-replicating viral processes. The goal of viral marketing programs is to identify individuals with high Social Networking Potential (SNP) and create Viral Messages that appeal to this segment of the population and have a high probability of being passed along. If successful, you can extend your reach beyond your own contact database exponentially.

20. Integrate with other channels: The digital environment has exploded into a vast global communications phenomenon through the collaboration of users. This 'Web 2.0' culture enables email marketers to complement and extend their campaigns through the use of multiple marketing communication channels. These might include blogs, feeds and Social Media platforms as well as traditional and hard copy alternatives. Email becomes one element of a diverse range of tools which combine to draw the recipient into a rich and interactive environment. Explore this modern landscape and determine how it can interact with your email campaigns to derive maximum return on investment from your marketing effort.

And finally: Be aware of the laws concerning not only email marketing but the maintenance of databases that hold customer/prospective client information that you will use to build your opt-in contact lists:

- Consumer Protection (Distance Selling) (Amendment) Regulations 2005
- Rules applicable to email marketing in the Electronic Commerce Regulations 2002;
- The requirements for email marketing in the British Code of Advertising, Sales Promotion and Direct Marketing;
- The Communications Act 2003 (provisions prohibiting "persistent misuse" of electronic communications networks)
- Ofcom Statement of policy on persistent misuse of electronic communications network or service.



The business environment has evolved over time and technology has changed organisations in an astonishing way. Mobile devices such as smart phones and tablets coupled with the power of the Internet have revolutionised the way we work. Business processes have adapted, resulting in the fact that companies are now more efficient than ever. You can easily connect to your business network while working remotely, thus shortening response times. Furthermore storing important information on a cloud computing system instead of PC's, makes your business data easily accessible to you from anywhere at any time.

The new Sage 50c gives you:

- The freedom to work as and when you desire by utilising secure cloud and mobile access. This means that your critical business data including contacts, documents, key tasks, performance and records are always at your fingertips from any location.
- Complete business control with the ability to make better, faster and more informed decisions through the intuitive dashboards and powerful reporting tools. You also benefit from in-depth features such as financials, cashflow management, invoice/order processing, VAT and inventory.
- The capacity to maximise productivity by allowing your team to focus on the most important tasks through seamless integration with Microsoft Office 365*. In addition to this the new solution makes running your business effortless with features such as Direct Bank Feeds, Sage Capture, Cloud Document Storage, Payroll Payments Integration and Invoicing.

Sage Contact

Work from one central location, without the need to leave Outlook. You can manage your stock, change records, save files and enter transactions anytime, anywhere and from any device.

Sage Capture

It's as easy as taking a photo of your receipt after a purchase and entering the details. The transaction will automatically be posted to your Sage 50 Accounts and copies can easily be accessed via OneDrive.

Business Performance Dashboards

Gain an insight into your business trends using the powerful drill down tools. You can report directly from your Sage data straight into Excel Online or Desktop, modify the reports and thereafter save and run them in your chosen format anytime.

Direct Bank Feeds

Direct Bank Feeds comprehends the way in which you handle transactions and allows you to build rules, which means that you won't ever have to type a payment again.

For more information speak to one of our products specialists today on 0115 840 5075 or email enquiries@solutionsforaccounting.co.uk.

*Requires Business Premium Edition

Charity of the Year



Due to our annual tradition, a new year brings a new charity for us to support. After much deliberation, this year we decided upon Nottingham Children's Hospital (NCH).

NCH is a local charity, founded in 1903. The amazing work they do within the city has not gone unnoticed. They provide a wide range of general and specialist services for children and young people in addition to offering non-clinical services such as their youth services and hospital school.

The charity's goal is to make a child as comfortable as possible during their stay in hospital, this is inevitably a distressing time for both the patient and their family. NCH try to add as little disruption to the families' lives by providing them with a place to stay. The rooms are in no way luxurious, but in those times of upset and distress, the rooms provide a space where the family can be together and close to their child on the ward.

To fundraise for NCH we have a monthly dress down day on the last Friday of every month, we also channel our inner Mary Berry by baking and hosting cake sales. Another annual tradition is having a team of employees competing in The Great Notts Bike Ride on 25th June, we are cycling a mixture of 25, 50 and 75 miles to raise money for NCH by pedalling through the Nottinghamshire countryside. This is our third year of competing in this event and each year our team grows. It is a tough day but for a very worthy cause. We are used to the comforts of the office with comfy seats and a cup of tea on hand so slipping into our lycra is out of our comfort zone for a lot of us, but love that we are helping to raise awareness for a very worthy cause.

We hope that our contribution to the charity over the course of 2017 will help the staff at NCH continue to make a difference to those brave children and their families.

As the year progresses we hope to keep adding to our list of fundraising activities so keep your eyes peeled for more from team Solutions.

Sage 200 v 2017 Coming soon...



The next version of Sage 200 – v2017, will be launched in the summer of 2017. As a leading Sage 200 business partner in the UK, we are proud to share with you some of the new features that will be available in the new release. As always, this latest version of Sage 200 will be based on customer feedback to maximise the daily productivity of users.

- Simplified Invoicing functionality allows you to raise invoices without having to go through Sales Order Processing.
- New web-based purchase requisitions module for placing stock orders without knowing the nominal code, part number or the supplier.
- Streamlined report customisation and analysis in the Nominal Ledger.
- Hide inactive suppliers and customers and tidy up your dormant accounts without deleting them for future reference.
- Enhanced error correction functionality if mistakes are made when transactions are posted in Sage. A full history of corrections made is also retained.
- Utilise multiple sales order statuses as opposed to the current limited 'Live' and 'Closed' statuses only.
- More efficient entry of invoices to Sales and Purchase Ledgers.

Our experienced Sage consultants and technicians are always on hand to help you make a smooth transition when you upgrade or acquire new software.

We will keep you updated with more information about the release of Sage 200 v2017 as it becomes available to us.

Alternatively you can contact us on 0115 840 5075 or email enquiries@solutionsforaccounting.co.uk

PEDAL POWER



The days are getting longer, the clocks have sprung forwards and the daffodils are in full bloom... this can mean only one thing – the Great Notts Bike Ride (GNBR) is just around the corner and we need to get our practice in!

Once again, for the third year in a row, we have a strong team representing Solutions, 18 members - our largest team to date! This year all our fundraising efforts are for Nottingham Children's Hospital (NCH), a local charity that support children and their families during their time in hospital.

Some of the more dedicated members of team Solutions have started their training, others plan on winging it on the day – what can possibly go wrong? We have already had two fairly major bike related injuries, one has resulted in a broken elbow and the other in a hip replacement so, as you can imagine, the rest of us are dubious to get out on our bikes - that's our excuse anyway!

"We are looking forward to getting back on the saddle and competing in GNBR to raise money for such a great local charity. We are very aware of the wonderful work that NCH are doing and we wanted to help in any way we can. This is our third consecutive year competing in this event and each year our team has grown. I am thrilled that as a company we are able to pull together and really make a difference. The majority of the team are doing 25 and 50 miles, but some have decided to challenge themselves with 75 miles! I think we might have some achy bodies in the office on the Monday." Iain Barker, Managing Director.

Last year we raised a fantastic £2000 from the bike ride alone for our 2016 charity, Alzheimer's Society. This year we are hoping to beat that amount, but we can't do that without the help of our generous customers, business partners, employees and family. We ask, if you can, to support team Solutions by digging deep for an amazing cause.

To show your support to team Solutions, please go to virginmoneygiving.com/teamsolutions - your generosity is very much appreciated.



Nottingham
Hospitals
Charity

At the heart of your care



Nottingham
Children's
Hospital

CASE STUDY

Sage 200, iSAMS and Spindle Document Management



BERKHAMSTED
SCHOOL



"We have greater control and confidence now our systems are integrated."

Peter Nicholls, Vice Principal Business Operations

Berkhamsted School, founded in 1541, is one of Britain's leading Independent schools. Situated in the town of Berkhamsted, Hertfordshire, it is a day and boarding school offering both single sex and co-educational teaching.

The challenge

Correct billing for student fees is imperative to Berkhamsted School. A pupil's school fees can get paid by a number of different sources: parents, extended family members and companies, which can lead to admin and accounts inaccuracies. Being a very large school – Berkhamsted has 1,927 pupils – can equate to a lot of extra work. Duplicating work from admin to accounting software is time consuming and also leaves room for mistakes.

Solutions' approach

To eradicate the current challenges, we were confident that our self-written connector module between the iSAMS fee billing module and Sage 200 accounting system would smooth out a lot of the school's data duplication, and remove errors. The 'Sage Accounts Connector' module is designed to provide a seamless integration between the fee billing module within iSAMS and Sage 200, giving Berkhamsted School greater control and flexibility over the management of their billing, payments and statements. With careful planning, project management and training we ensured there would be as little disruption with the transition as possible. We also knew that Spindle Document Management, a Sage 200 add-on, would help to provide complete control over all the incoming and outgoing documents, reducing the workload and ensuring that important documents are always to hand.

"The training was outstanding, it was the highlight of the process."
Peter Nicholls, Vice Principal Business Operations - Berkhamsted School.

The outcome

We understood that integration and having one connected system was of prime importance to Berkhamsted School. Not only from an efficiency point of view, but also because an integrated system means fewer errors, a clearer overview of Sage 200 and the fee billing module and clear traceability of students and their outstanding fees.

"We have greater control and confidence now our systems are integrated. The pupils and their fee billing now correlate and supplier invoices are all scanned on to one system very quickly, enabling queries to be dealt with faster." Peter Nicholls, Vice Principal Business Operations.

Client testimonial

"Using iSAMS integrated with Sage 200 has opened up doors for us to do more with our software. We are now on a system in which I have great confidence; Sage is future-proofed, which opens us up to many more software possibilities to help our finance team add value and insight to the school as well as processing transactions more efficiently."

"With less duplication, there is more time saved, and less potential for error, meaning there are fewer queries each month. I am very happy with the decision we made to move over to iSAMS and Sage 200 accounting software." Peter Nicholls, Vice Principal Business Operations.

Learn more

To learn more about how our Sage 200 and iSAMS connector module can benefit your school, contact Solutions today on 0115 840 5075 or email enquiries@solutionsforaccounting.co.uk