

Gloucestershire County Cricket Club

CUSTOMER PROFILE

Gloucestershire County Cricket Club currently play at three different venues: Bristol, Cheltenham and Gloucester. The County Ground, headquarters of Gloucestershire County Cricket Club, is located in Bristol and the majority of matches are played there. With an annual turnover of £4m, the Club is the most successful one-day side of the last 10 years, and their achievement in winning eight trophies in just six years is second to none. This has transformed the Club, which is now recognised by the public, media and business community as a successful and ambitious organisation.

The Club offers various corporate opportunities to help other companies achieve their own objectives. These include activities such as advertising, sponsorship, conferences, match day entertaining and a sports and fitness club.

CHALLENGE

The growth of the Club in an increasingly complex industry highlighted the fact that they needed to change many of their business processes. They wanted to upgrade their financial software to take advantage of technological advances. Most importantly, they required a system that was easy to install and could be used by all managers at the Club.

SOLUTION

The Club had been using Opera for eight years and felt it was the right decision to upgrade to Opera II. The advanced functionality of Opera II, such as improved user interface, superior reporting capabilities and remote access, meant that migration to Opera II was the perfect solution to stay at the forefront of technology: "The biggest reason for migrating to Opera II was to allow all the managers at the Club to use the system. It was the remote access functionality that prompted the upgrade."

RESULTS

In terms of choice, Gloucestershire County Cricket Club are confident they made the right one with Opera II. It was a joint decision between the Finance Manager, Chief Executive and IT Manager.

Migration was quick and easy. For Finance Manager Bernard Cooke, it was the familiar Windows-based environment and extremely user-friendly system, which meant minimal training, that attracted him to Opera II.

Remote access has been particularly helpful for the Club as they employ a payroll manager who works from home. And with Opera II, end-of-year returns can be filed online; This is a huge time saver for the Club, who can also benefit from government financial incentives for starting the online filing process early.

"We like the whole functionality of Opera II. It is the smarter option."

Number of Users: 2

Modules: System Manager, Sales Ledger, Purchase Ledger, Nominal Ledger, Invoicing, Payroll, Cashbook, Personnel and Pegasus XRL.



Pegasus Software was established in 1982 and our core business has always been developing PC-based accounting and business software solutions for small and medium-sized businesses. We have been a market leading supplier of modular software for over 20 years, and we have an in-depth understanding of the small and medium-sized market. This enables us to produce innovative software solutions that add real business benefits and value to our customers.

All Pegasus products are sold and supported through our highly skilled network of Certified Partners. This is because we believe that our customers are best served by a channel of dedicated, independent specialists who can provide top quality local Pegasus support. Our Partners provide a complete service, from pre-sales consultation to installation, training and after-sales support; ensuring that our customers buy the Pegasus product that is right for their business.

Online filing was introduced by the Government in 2002, as a means of sending Employers' Annual Returns (P14 and P35) electronically, eliminating the need for paper returns. The next deadline to file online is 2010; however, generous tax-free payment incentives are available for those who begin filing online earlier.

Furthermore, the Club send out hundreds of invoices and statements every month for sponsorship, advertising, hospitality, tickets and other services. With Opera II they are able to send these by e-mail. Bernard has found a huge cost saving here alone and this has encouraged a major shift towards operating electronically.

This method has proved to be a faster and more efficient way of invoicing; the Club saves time on printing, as well as costs against stationery and postage. Bernard believes this gives them an edge over the competition. He is impressed by the professional and smart presentation of invoices, stating: "Whatever goes out of the building looks a lot nicer".

Bernard is very impressed with Opera II and fully recommends the system to all businesses wanting more information management and control over their finances: "We like the Windows environment; the ability to e-mail invoices and reporting is far quicker. We like the whole functionality of Opera II. It is the smarter option".

PARTNER CONNECTION

Pegasus delivers Opera II through a network of Certified Partners. Gloucestershire County Cricket Club chose the Bristol office of Gold Certified Partner CSG Computer Services Ltd. CSG Computer Services has a head office in Bridgend and a further office in Exeter.

Bernard concludes: "The relationship with our Partner is good, as is the training and support we receive. We hardly make a support call".

For details of your local Pegasus Partner and more information on the advantages Opera II Enterprise could bring to your business, call **0800 919704**, e-mail info@pegasus.co.uk or visit www.pegasus.co.uk/findapartner.



Pegasus Software Ltd
Orion House Orion Way
Kettering NN15 6PE

Freephone UK: 0800 919704
F 01536 495226
E info@pegasus.co.uk
www.pegasus.co.uk