



“We've saved thousands of pounds in paper and postal costs”

Number of Users: 15

Modules: System Manager, Sales Ledger, Purchase Ledger, Nominal Ledger, Invoicing, Sales Order Processing, Stock Control, EC VAT, Payroll, Toolkit, Purchase Order Processing, Cashbook, Multi-Currency, Costing, XRL.



PSG Group

CUSTOMER PROFILE

Trading for over 30 years, PSG group has developed a reputation as a flexible, quality supplier of thermoplastic and polyester film for virtually any product, packaging or specialised application. They are one of Europe's largest suppliers and now source their products on a global scale.

PSG's range of die-cutting methods and materials allows the production of non-metallic components, for example: gaskets, shims, spacers, insulators and bearing plates.

However, the diversity of their core products means that they can produce almost unlimited goods for sale: solving a customer's manufacturing problem one day, producing visor accessory products for racing or safety purposes another, and supplying a whole host of other industries in between.

CHALLENGE

The growth of PSG motivated them to change many of their business processes. They were fast out growing their existing software, and decided that while they upgraded their software to reflect changing technological advances, they would in turn change their business practices to become a more streamlined and professional organisation.

SOLUTION

A content user of Opera for many years, migration to Opera II was an obvious choice for PSG. They were impressed by the scalability of Opera II, which would adapt to accommodate their current needs and inevitable future growth. They felt that the advanced features, improved layout, drill down facilities and XRL (eXcel reporting layer) would not only provide them with the most up to date technology, but also positively influence business practices.

PSG were able to replace Opera whilst at the same time Excel, Access and Outlook integrate with Opera II, which allowed them to do everything they had previously done and more. This has eliminated the need to re-key data into various other systems, and alleviated the inevitable mistakes associated with manual data entry.

Using Opera II's advanced functionality to its full potential means that PSG has streamlined business processes and in turn become more productive and customer oriented.

RESULTS

Migration to Opera II was quick and easy. It's a familiar windows-based environment and extremely user friendly meaning minimal training was required, enabling PSG to reap the rewards of Opera II immediately.

PSG saved time and money instantly by simply using the electronic functionality within Opera II. Lawrence Gardezi, Company Director explains: "We are able to send electronic statements direct from Opera II, this has saved us time and our customers' time, and we've also saved thousands of pounds of paper and postal costs."

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.



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

PSG wanted to readdress their business processes and implementing Opera II helped them to do just this, Lawrence explains: "Opera II has encouraged us to adopt best business practice and in doing so, we are offering our customers a more organised and professional approach. This was the only way we could adapt to the growth we had already experienced and support our forecasted growth."

One of the most fundamental changes was the way in which PSG organise their stock.

"As a company with a virtually unlimited range of products, it's important to have consistent, uniform and relevant codes for all of our products. Creating stock codes in Opera II is easy."

Another change was the way in which PSG deals with quotes. Previously raised in a different system to their accounting software, Opera II is now responsible for these, streamlining the process by automatically progressing these through to delivery note and invoice. The quotes are also more professional in Opera II and make the customer more confident that they are dealing with a proficient company.

Opera II has certainly enhanced PSG's corporate identity and professionalism. Lawrence continues: "We've had some really positive comments from our customers who definitely prefer us using Opera II. They prefer the design and layout of the quotes, invoices and delivery notes together with the stock codes. It's certainly made PSG look more professional and as a result we've had more orders. In fact, we've been so impressed with Opera II and the feedback both internally and externally, that I recommended it to all the companies in the group and they now use Opera II too."

THE FUTURE

PSG are now keen to implement the XRL module. Lawrence concludes, "the only word I can think of to describe XRL is awesome! It's a clever tool that will inevitably help us to drive the business forward even further."

PARTNER CONNECTION

Pegasus delivers Opera II through a network of Certified Partners. PSG Group chose Minerva, a Gold Certified Partner based in Potters Bar.

For details of your local Pegasus Partner and more information on the advantages Opera II Enterprise could bring to your business, contact the Pegasus Team on 0800 9197045; alternatively e-mail info@pegasus.co.uk or visit www.pegasus.co.uk/findapartner.