



Calco Recruits New Accounting Solution from Pegasus Software and sees ROI within Twelve Months

Opera II Boosts Visibility, Management Information and Efficiencies to Help Drive Business Growth for Leading Recruitment Consultancy

About Calco

Calco is a leading recruitment specialist for the construction industry and providers of major engineering infrastructure. Calco works with industry leading organisations involved in the management, design, building, civil, structural and power engineering, surveying and town planning aspects of major construction projects and infrastructure schemes.

Challenge

Following a management buyout in 2005, Calco's directors undertook a review of the business in order to identify performance levels across the company. They quickly established that it was difficult to source the information they needed from Calco's existing accounting system.

The team weren't able to easily drill down into the specific activity of individual business divisions, which meant that forward planning and strategy development was difficult.

The management team had their own views on where investment should be channelled, and needed the information to substantiate this.

In July 2007 Calco's management team concluded that they needed a new accounting system to better understand business performance, and to meet their new management objectives.

Their chosen solution needed to provide more detailed management information and analysis, facilitate importing of documents and be able to manipulate information to create real-time reports into any business area.

Finding a Solution

Having defined its requirements, Calco reviewed a number of accounting software providers and shortlisted two solutions: Opera II from Pegasus Software and Sage. Having audited both solutions Calco found that the functionality of Opera II was aligned to its business needs.

Following a two-month implementation which was managed by TMB, a strategic partner of Pegasus, Calco went live with Opera II in April 2008 for four users.

Iain Weston, financial controller, Calco, comments:

“The implementation went remarkably smoothly and TMB ensured that any hiccups were overcome quickly in order to ensure we went live on our target date.”

Seeing the Benefits

He continues:

“We now benefit from a solution which helps us to drive our business. Opera II has really helped us to focus attention and drive investment into areas which demand it.

“We are particularly impressed with the level of detail available through the system. For example, a basic memo held within the sales ledger presents the complete account history at the touch of a button - enabling us to be much more proactive in managing our credit control“

“Cashflow is key for any SME. Opera II helps us to identify problem debtors as soon as they are overdue with payments. This means we can chase bills earlier and reap payment faster than we would have been able to previously.

The use of customisable debtor letters has helped improve our cash collection.”

“We have also derived key efficiencies through eliminating any re-keying of data as Opera II’s import wizard allows csv files to be imported smoothly into the system from other business software.

“The powerful XRL reporting tool is key to the solution and enables us to access much more dynamic information regarding profit centre analysis, debtor reports and many ad hoc reports”

“We can also create customised statements, remittance advices, and letters within the system, which saves us a great deal on pre-printed stationery.”

Iain Weston concludes:

“At the end of this financial year the system will have easily paid for itself so it’s already delivered a fast return on our investment. It is also completely scalable so it can evolve to support our changing requirements as the business moves forward.”