

Case Study **Xpertise**

Xpertise is a rapidly growing wholesaler of Matrix professional hair products and furniture to salons in Yorkshire and required a system that could accommodate a high volume of transactions, provide key managerial information, and deliver the flexibility to incorporate other time saving technologies in the future.

Managing Director Martin Woodgate explains, "Our business is growing at 20% pa and Sage Line 50 couldn't cope with the number of transactions being generated; we needed to find a system that would handle our growth. In addition, we are increasingly being asked to provide ad hoc management information to the manufacturer, L'Oreal Matrix; we can now do this quickly and easily in whatever format requested."

"sql accounts™ is written in MS SQL Server so capacity is no longer an issue, plus reporting has become easy via the Management Console that sqlaccounts™ have provided me with. sql accounts™ has processed over 1 million transactions for us in the last 12 months alone."

"Our next development is to use sql accounts™ integration with bar coding to streamline warehousing operations and reduce errors."

"After that we want to issue handheld devices to our 12 reps for realtime ordering as this will speed up the sales cycle, improve customer service and reduce administration. Our ecommerce website will also become integrated within sqlaccounts™ as part of this upgrade"

"We're the largest wholesaler of Matrix products in the UK, and I'm confident the sqlaccounts™ system is helping us keep ahead of our competitors. We could not have achieved the productivity increases that we have without the help of sqlaccounts™ and their team."

sql accounts™ is deployed on an IBM xSeries server and Thinkcentre network; sqlaccounts™ system is built with MS SQL Server, and integrates with MS Office for full desktop integration.

Company History

sql accounts™ is developed and supported under BS EN ISO 9001:2000 accredited conditions in the UK. sql accounts™ has been providing software to the NHS, the UK Public Sector and medium sized companies since 1990 and count several corporates as clients.

For specific information about how we might help your organisation please contact our Sales Department on the number below, or by email at sales@sqlaccounts.com.

Links

<http://www.sqlaccounts.com>