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aptus
personnel 

Topaz Takes Credit for New Stress Free Working Environment

"Topaz increased the speed of our Sales Ledger work so dramatically that it easily allowed me to do the tasks previously done by two people. All the procedures are so quick and simple to learn and Topaz is absolutely fantastic when it comes to Month End reports. All I need to do is a couple of clicks and a report is ready to be printed out."

Pat Catchpole, Sales Ledger Clerk, Aptus Personnel Limited

When Aptus Personnel decided to replace its financial system with Topaz Financials, it not only reduced the company's debtor days by 12 per cent but also boosted staff morale and improved customer relations in the process.

The impact following the introduction of Topaz Financials at Aptus, one of the UK's top 50 recruitment companies, has been described as "nothing short of dramatic" by the agency's own back office team, citing examples such as -

- Staff have not needed to be replaced when they left due to the system enabling sole employees to handle work previously undertaken by two people.
- Debtor days have been reduced from 42 to 37.
- Report activities that formerly took up to 1 hour and 45 minutes are now completed in between 5 and 10 minutes.
- Key staff report a significant reduction in stress in their working lives as backlogs of activities have been eliminated.

- Customers are happier as they get their financial queries answered much faster.

With a nationwide network of 40 branches, Aptus services more than 5,000 clients each year and is one of the leading suppliers of staffing services to the Retail, Driving, Industrial, Catering and Public Services Sector.

Aptus prides itself on setting the highest of standards in order to remain successful in the increasingly competitive recruitment arena, so it was imperative to the company that it made the right choice after deciding it could no longer hang on to its existing financial system.

In the light of this concern, the agency made a comprehensive study of what was out on the market, reviewing a number of leading packages including Great Plains before finally deciding that Topaz Financials was the only one to fully meet all their criteria.

"Our financial system was being run on a quite outdated IBM mainframe and was not very user friendly," explains Aptus Personnel Accountant Eric Pridding.



Company

- Aptus Personnel Limited

Business

- Recruitment

Software solution

- Topaz Financials

Module Installed

- System Administration
- Sales, Purchase and Nominal Ledger
- Credit Control
- Cash Book
- Interface

Benefits

- Vastly increased staff utilisation
- Significant reduction in debtor days
- Faster management reports
- Superior third party integration

"We wanted a dynamic alternative solution and Topaz made a very impressive presentation. It highlighted that they would be able to provide us with flexible financial procedures to accommodate our own particular requirements, plus help us to make full use of much better data management and reporting facilities."

Yet another key factor in the decision making process was that only Topaz Financials offered true integration with Safe Tempest Pay & Bill, the specialist recruitment sector solution that Aptus had been running for two years.

"It also gave us extra peace of mind to know that the teams between the Topaz and Tempest solutions work closely together, so we will not have any worries of integration between the two even if product changes are made in the future."

Based at the Aptus headquarters building at the Meridian Business Park in Leicester, Topaz has installed a 25-user system. Each of the modules is playing its own role in streamlining the financial activities at Aptus, reducing mountains of paperwork to mere mounds and ensuring reporting procedures achieve new highs.

Before the Sales Ledger module was introduced, Aptus had two sales ledger staff but when one of them departed for pastures new it was decided that Topaz's electronic capabilities would be more than capable to ensure that there was no need to fill the vacant position - and so a wages saving was made in the process.

"Topaz increased the speed of our Sales Ledger work so dramatically that it easily allowed me to do the tasks previously done by two people,"

Explained Pat Catchpole, who has worked in Aptus' sales ledger department for four years. "Before Topaz was installed it would usually take between 30 and 45 minutes to produce a seven-page remittance report and roughly the same time or up to an hour to allocate it. Now the whole process takes between five and ten minutes!

"All the procedures are so quick and simple to learn and Topaz is absolutely fantastic when it comes to Month End reports. All I need to do is a couple of clicks and a report

is ready to be printed out."

"Topaz has totally eliminated the stress involved in these types of tasks and it is now a pleasure to do them."

Aptus has seen even more benefits from Topaz Credit Control, unique in the market in that it is pro-active as well as reactive. The company has been particularly impressed with this module in that it has become a powerful tool to support its philosophy of strict credit management.

"Topaz has helped take our credit control to a much more sophisticated level in terms of efficiency, especially when it comes to reporting," enthuses Eric Pridding; "We have always had good credit control procedures and our debtor days were reasonably low but we have experienced even further improvements since Topaz was installed.

"We have gained the ability to produce reports as and when we want them, gain quick access to information, and also use diary prompt functions to assist members of staff when colleagues are away on holiday, by alerting them to specific actions on particular days."

Aptus Credit Controller Jean Toon has been with the company 15 years and has certainly seen the major benefits of Topaz, having previously had to try and keep a grip on all her tasks manually. Jean enthuses.

"Since the introduction of Topaz, the working day for our three credit control staff has been transformed beyond all recognition,"

"In the past we would have a mountain of paperwork on our desks to greet us every morning and the impossible task of trying to get through it every day. This resulted in a backlog of tasks, sometimes running a week behind, and increased the stressful nature of trying to manage credit control efficiently.

"Now, if we need information or a credit note we can get it and still have time to make a cup of tea - that would have been totally unthinkable when we were doing everything manually and our work seemed never ending."

"Topaz has helped to wipe out the backlog and create a much more positive attitude towards our clients because we are all less stressed." ■