



Established Exhibitor Topaz Becomes Executive Partner

Topaz will be returning to Softworld as an Executive Partner to promote a range of enhancements for its Topaz Financials, Topaz Credit Control and Topaz EMS (Employee Management System) products on October 17 and 18.

The company is an established exhibitor at the event, which is being hosted at the NEC Birmingham, and it has proved to be a lucrative marketing vehicle to achieve sales for its financial, HR and payroll software products.

So much so that Topaz has been invited to participate in the Softworld Committee and this year has linked up with the organisers to become an Executive Partner for the event.

Having tasted further success during the past 12 months with a host of companies coming on board and existing customers heaping praise on their technology, Topaz will be looking to make further inroads into sectors where it has become a major player.

Companies that have praised or turned to Topaz during the past year include –

- ADM – the UK's largest independent flour miller obtained a 'sector-first' 24-hour online ordering system
- NFT Distribution – the leading provider of time critical distribution services to the food retail and manufacturing sectors, purchased the integrated Topaz EMS Payroll and HR system to centralise reporting and administration processes for its 1,500 workforce
- Panasonic – the world leader in consumer cordless phones gained a seamless transition from bureau to 'in house' payroll processing at the company's South Wales site with Topaz EMS
- Options Employment Group – a leading group of recruitment companies that has radically reduced reporting times by half with Topaz Financials
- George Barker – the market leading refrigeration equipment supplier to major supermarket chains including Asda, Marks & Spencer, Morrisons, Tesco and Sainsbury's gained a 'working life transformation' with Topaz EMS Payroll and Time and Attendance
- Pedus – a leading facilities management company, which is part of the worldwide Dussman Group, implemented Topaz EMS Payroll and HR software to streamline payroll and eliminate paper-based manual processing
- Opera Group – the pioneering recruitment specialists integrated Topaz Financials with Safe Tempest Pay & Bill and LSM Recruitment Solutions, IQX front office system to produce dynamic reporting capability with modern accounting procedures that now speed up month end duties



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Meanwhile, the Topaz philosophy of building relationships with third party suppliers has seen new links established with -

- Invu – the fastest growing electronic document management software company in Europe
- Webex - the leading support technology recently acquired by Cisco
- Prophix – providers of budgeting, planning, forecasting, reporting and consolidation technology

The achievements of the past year have also seen the Topaz ranks swell with the addition of new staff members including Peter Storer as Project Manager, Steve Needham as Topaz Account Manager to work alongside Paul Ross, Topaz Senior Account Manager, Lisa Hughes as Topaz Financials Product Consultant and former South East Derbyshire College 'Student of the Year' Emma Page as an Administrator.

"Once again we will be brimming with confidence at Softworld and will be looking to enhance our customer base even further following another successful year on all fronts," says Eddie Stanley, Topaz Sales Director and Softworld Committee Member.

"Softworld has played a major part in Topaz becoming the fastest growing financial, credit control, payroll and HR solutions provider in the UK and this year we wanted to give something back by becoming an Executive Partner.

"This is in addition to our involvement with the Softworld Committee that aims to ensure that the popularity of the event continues to grow, and as a result Topaz will look to reap further sales successes as an established exhibitor."

Demonstrations of Topaz Financials, Topaz Credit Control and Topaz EMS will be running throughout the two day event on Stand AF312 and companies can book an appointment before their arrival or obtain information about Topaz products by calling Laurie Chivers, Topaz Marketing Manager, on 01773 531551, or email laurie.chivers@topaz.co.uk