



Extra Personnel the Latest Agency To take the Topaz Solutions Route

- Topaz now choice of nine top recruitment firms
- Unique Pro-Active Credit Control module leads way in reducing debtor days
- Total integration with Tempest and super fast reporting amongst USPs

Extra | Personnel is the latest recruitment agency to turn to Topaz Software to implement the IT infrastructure required to look after its vital accounting, payroll and HR requirements.

The Walsall based company joins nine major sector firms who have taken the Topaz option over the last few months, the most recent of whom include the Reed Health Group, the HR Group and Westaff.

And within days of the Topaz Financials and EMS packages going live, the company was already predicting that the system would pay for itself within the first 12 months – following a pattern that is already well established for Topaz users.

Like most other companies who have joined the Topaz “club”, Extra found that it had outgrown its existing DOS based software – in its case Pegasus - which was threatening to impede its effectiveness in the increasingly competitive and legislation bedevilled recruitment sector.

With a turnover of £50 million and 21 branches, the Black Country agency was well aware that if it is to achieve its target of doubling its size within five years, it needed an IT system which would not only improve its overall efficiency but just as importantly help it cut costs.

In particular, Extra saw a significant need to reduce its debtor days, so loosening the cash flow stranglehold that so often curtails the expansion plans of recruitment companies.

“We suffer from the same problem as everyone else in the industry in that we pay our temps within a week – then have to wait up to 60 days for our money,” says Mark Stant, Extra’s Financial Director.

“So one of the prime considerations we had in buying a new system was whether or not it could improve our credit control situation. Only Topaz met our requirements in this and other areas such as reporting.

“We feel Topaz Credit Control has the potential to shave off between 5 and 10 off our debtor days – a situation which, if confirmed, means we will have paid for the entire system within a year.”

Having looked long and hard at other options – Pegasus Opera and Navision being two – Extra opted for Topaz Financials for a combination of reasons including its proven track record in -

- Credit Control, which is unique in that it is both proactive and reactive, so making it “best of breed” in terms of reducing debtor days
- Super fast management reporting enabling tasks to be undertaken in hours rather than days
Offering true integration with Tempest Pay & Bill



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Extra has also opted for the Data Warehouse module, a facility which supercharges the production of reports. Traditionally the preserve of much more expensive corporate products such as Cognos, Topaz developed this by utilising a little known feature of Microsoft SQL Server and incorporate functionality within Financials.

“It is really too early to quantify all the benefits offered by Topaz Financials, Payroll and HR but all indications to date are that we certainly made the right choice”, says Mark Stant.

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Notes to Editors:

About Topaz

Topaz was founded by a group of like-minded business professionals and began life creating bespoke software solutions and supporting third party applications. At the core of Topaz business solutions are software applications that have been developed by its highly experienced team of software engineers. From inception to delivery, Topaz solutions are produced with the highest level of professionalism.

The company’s many years of experience in software development to formal specifications produce both highly flexible packaged solutions and bespoke applications. Topaz’s strict quality procedures ensure software is produced to high, exacting standards to a common template that has evolved over many years.

Topaz EMS is an integrated Payroll and HR solution with an optional Time and Attendance module, its inherent flexibility and ease of use. Lends itself to many different sectors of the market providing numerous time and cost saving benefits. Whilst being competitively priced the solution is regarded as one of the most comprehensive systems on the market today. The consultancy services Topaz provide ranges from complex business process re-engineering to production of Gap analysis reports and ultimately technical specifications.

Topaz Financials covers all aspects of a financial accounting solution including sales, purchase and nominal ledgers, cashbook and fixed assets and specialise in key areas like credit control, commitment and project accounting. Their growing user base acknowledge the quality of software developed by Topaz but also the essential services and on-going support. Users come from a range of business sectors and include: Education, Recruitment, Manufacturing, Professional Services and Distribution.

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