



EXCLUSIVE HOTELS

FD SYSTEMS



Providing an exclusive solution for

# Exclusive Hotels

**Exclusive Hotels** offer a range of perfectly situated properties that offer excellent levels of service, accommodation, comfort and cuisine that stretch expectation, all with more than a hint of individuality.

**Exclusive Hotels'** country house hotels all offer five star luxury and service, award winning restaurants and provide ideal venues for weddings, ceremonies, conferences and meetings. Perfect for leisure with facilities which include The Spa, golf courses, rugby, fishing and other outdoor activities.

## The Challenge

With a turnover of £35 million, **Exclusive Hotels** needed to manage the Group of hotels via one centralised system.

Their existing accountancy system incorporated a number of independent Sage and non-Sage systems that were not integrated and therefore created a duplication of effort.

The time involved in consolidation of the Group's accounts was the primary reason for change, as there were delays in getting the management information due to the manual collation of the various forms of data.

Another key requirement was the ability

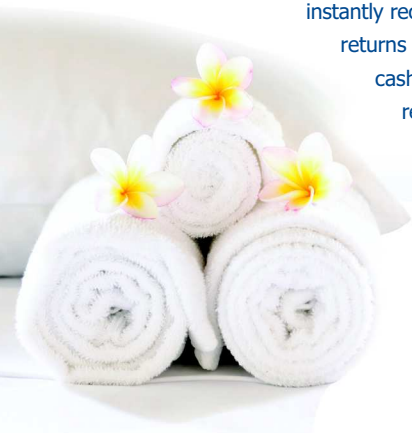
to report and account for costs according to different areas of the business. The management of VAT for the individual business units posed a problem with the existing disparate systems, as human intervention was often **Exclusive Hotels** required. This was something **Exclusive Hotels** wanted to automate in order to avoid any manual errors.

Disparate systems previously used, namely Sage Line 100, Sage Line 50 and various other non-Sage products was another reason **Exclusive Hotels** sought to review what other financial solutions were available. After detailed consideration, **Exclusive Hotels** decided to invest in a Sage 200 proven solution (previously MMS) from their business partner **FD Systems**.

**FD Systems** referenceability across a variety of vertical markets provided **Exclusive Hotels** with reassurance to support their future growth aspirations. **Exclusive Hotels** required a complete solution that would expand and evolve with their business. **FD Systems** network of regional offices therefore, meant that they could support **Exclusive Hotels** on a local basis. The ability to access **FD Systems** award winning support service via telephone or 'dial in' access was a key influencer as system down time was not something the Group could afford to happen.

## The Solution

The solution proposed was a 28-user Sage 200 solution that was to be rolled out across five sites UK wide. This solution had to be able to offer multi-site as standard and provide instantly recognisable returns via improved cash flow and reporting.



The upgrade from their existing Sage solutions to Sages' latest flagship product – Sage 200, provided a seamless transaction and minimum disruption to **Exclusive Hotels** business.

Christine Davies, Group Financial Controller – **Exclusive Hotels**,

centre accounting, VAT module and electronic banking and payment runs for each of our different suppliers.

**FD Systems** solved all our functionality requirements by recommending a group wide Sage 200 solution”.

## The Benefits

**Exclusive Hotels** are now achieving significant returns from their Sage 200 solution. The following key benefits have been realised from their investment:

- The time spent on addressing VAT analysis has been cut by 80%.
- Accounting codes have been standardised so that accounts can be produced for each business unit and operating area.
- Suppliers are paid to agreed terms.
- Each business unit is monitored according to their performance.
- Their Sage 200 system is more user friendly.

## FD Systems

**FD Systems is one of the largest Sage business partners in the UK. Our expertise covers the full breadth of the Sage product range. In order to service our expanding customer base we have strategically located offices throughout the UK and Ireland. We focus on developing strong relationships with our customers that are built on high levels of expectation and continual delivery of added value.**

To find out more please speak to one of our solutions advisors on **0870 873 4387** or visit [www.fdsystems.co.uk](http://www.fdsystems.co.uk)

sage

Business Partner

“**FD Systems solved all our functionality requirements by recommending a group wide Sage 200 solution**”

“**FD Systems** helped **Exclusive Hotels** consolidate all our disparate systems into one solution that satisfied our requirements.”

Christine continues, “The key functionality we required from our new solution was to manage group consolidated accounts, cost

- The solution was implemented by **FD Systems** efficiently and quickly.
- As Sage 200 is a flexible application **FD Systems** can provide Sage solutions to support the further growth aspirations of **Exclusive Hotels**.

**FDSYSTEMS**

