

Advanced Exchequer essential to overall operations at Clockwork Componentets.

Chris Plews joined Clockwork Components as Finance Director in 2003. He recognised that the existing financial management system needed improvement. He and some of the team spent the next couple of years looking at what solutions were available to meet the needs of a growing organisation.



It was important to Clockwork Components that a new system could handle the increase in volume and complexity of products on offer, especially bill of materials items. Chris wanted to be able to have greater transparency in the purchasing/sales processes, the ability to manage stock and good all round reporting capabilities.

Clockwork Components has now been a customer of Advanced Business Solutions since 2006 and Advanced Exchequer handles all of its purchase and sales processing, stock control, picking and financial management on a day to day basis.

Chris comments, "There is no doubt that Advanced Exchequer is essential to our overall operations. We hold around £750K of stock at any one time across 10,000 products in our portfolio. Advanced Exchequer allows us to manage that stock effectively, as well as forecasting stock requirements. What's more there is easy access to historical data for analysing market trends, historical averages, customer schedules and much more."

Chris continues, "Since we have been using Advanced Exchequer our turnover has doubled, but staffing in the finance function has stayed the same. I think this is a key reflection of the way Exchequer automates process and streamlines our workflow."

In 2014 Clockwork Components adopted eXchequer365, as a way of providing the 4-strong sales team out in the field with access to information such as stock availability, cost pricing, invoices, payments and orders their mobile devices. Previously the team were able to access key information from Advanced Exchequer via laptops, but had to call the office on a daily basis for live information relevant to the 600 plus customer visits they each make per year.

Chris comments, "When I received a demo of eXchequer365 I was suitably impressed. We had recently provided the sales team with iPads, so this was a neat fit with our existing Advanced Exchequer solution that allowed direct access to information during client visits. This meant information could be accessed more quickly,

Client >

Clockwork
Components

Sector >

Wholesale &
distribution

Project >

Upgrade to existing
financial management
system.

"Advanced Exchequer is an essential business tool and should be on the shortlist for any companies looking for a financial management solution with remote functionality."

Chris Plew >
Finance Director >
Clockwork Componentets

15% increase in sales.

our support staff were not spending their time taking calls from our sales team, customers were impressed with our efficiency and minimal training was required."

Chris and his team have set up eXchequer365 so that reports run via Sentimail can also be delivered to relevant handheld devices. This means Chris can get access to all the financial management he needs whatever his location.

Chris adds, "Over the past few years we have seen a 15% increase in sales which I think is due to a combination of increased product offerings and the efficiencies delivered from Advanced Exchequer. Our Customer Service team do not have to handle 100 calls a week from the sales team, meaning they can concentrate on customer enquiries and we have even started outbound telesales calls. What's more, due to the sales team using eXchequer365 it frees up all our 20 user licenses for the internal team so we haven't had to buy any more. I think the product has more than paid for itself!"

Working closely with the team at Advanced Exchequer, Clockwork Components has also taken on Advanced Exchequer Warehouse Solutions, which controls the whole stock lifecycle, from initial delivery to final dispatch and is assessing a document management system.

Chris says, "We find Advanced Exchequer is an essential business tool and I think it should be on the shortlist for any companies in our sector of this size looking for a financial management solution with remote functionality".

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