

Sage 200

Financial services firm finds affordable solution to modern business management



Customer
ECS

Industry
Professional Services

Location
Sheffield, United Kingdom

Number of locations
1

System
Sage 200 Online

ECS Brokers provide financial and risk management services and help businesses of all sizes to get the best value from their insurance rates. So, when they were looking to update their own business management software, they naturally sought out great value for money.

That meant moving from their traditional installed solution to a new web or cloud-based option with Sage 200 Online. Sticking with Sage, who have provided their business software for many years, gave them confidence to change how they track customers' payments and cash flow. "We're a small company, with a small team," says Russell Boldock, Accounts Manager. "We've always been comfortable using Sage, so that's the first place we look."

They didn't want to make a big investment in hardware or software, so Sage 200 Online provided the ideal solution. Because it's a web based service, there's nothing to install, and businesses can add or remove users and features as their needs change. That keeps initial costs low, as Russell explains: "We saved cost initially by not having to provide hardware. You can avoid buying stand-alone software and a server that runs for three years and then gets out of date."

As with any company, there were concerns about how changing software could impact on the smooth running of the business, but according to Russell, the process was painless: "After going live with Sage 200 Online, everything went as planned. We had about half a day's training and the features were very familiar to the ones we'd used before, so it was pretty straightforward."

Now they run their day-to-day business in the cloud, ECS also benefit from regular back ups, meaning they no longer have to worry about having the data they need when they need it. Sage 200 Online is built on the Windows Azure platform and runs in data centres that comply with key industry standards for reliability and security.

Security and data availability have been excellent says Russell: "The guys from Sage came to visit and reassured us they were 100 per cent confident with security and that was good enough for me."

The flexibility of Sage 200 Online means it's easy for ECS to add or remove users or additional modules as they need to - meaning they pay for what they use, not for what they don't. So as well as being cost-effective, it provides a flexible solution for the future. "Using Sage 200 is more modern," says Russell. "Going to the cloud is just a natural progression, keeping up with technology. It's the way to go."

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