

Case Study **SGM Hire**

SGM Hire is an established national Equipment Hire Company. SGM Hire operates a fleet in excess of 3,000 machines and employs with its sister company Select Contract Maintenance 46 people working from six locations within the United Kingdom.

SGM Hire is part of the SGM group of companies.

SGM Hire embarked on a fundamental overhaul of ICT in 2004 and appointed sql accounts™ to oversee the transition, provide financial accounting software and deliver business benefits. The sql accounts™ team began with a review of existing systems and working practices and identified problems as follows;

- * Errors in billing resulting in Admin Staff burdened with customer enquiries
- * Little or no management information being produced
- * An over complex nominal accounting structure due to the limitations of reporting of the existing system
- * No information in Depots

sql accounts™ was installed for SGM Hire and for Select Contract Maintenance. Additional modules were developed as follows

- * Hire Equipment Register
- * Prospecting, Quotations and Contract Management
- * Job Management via Touch Screens
- * Client Website for reviewing statements, invoices and equipment schedules

All of the above have been integrated with the core financial accounting processes to remove manual data processing, and the modules have been rolled out across all six locations as well as Head Office. The system operates on a Citrix network.

MD Ed Willcox comments "sql accounts™ has literally transformed the business. SGM Hire now has total control over its equipment, meaning lower incidents of loss and damage, a better hire out rate and more satisfied customers. This has driven turnover up in the last 12 months, and coupled with more effective time recording and parts usage in the depots due to the Touch Screen implementations, profits are growing."

"We expect to issue handheld devices to the field staff in the coming year, all of which will integrate with sql accounts™".

Company History

sql accounts™ is developed and supported under BS EN ISO 9001:2000 accredited conditions in the UK. sql accounts™ has been providing software to the NHS, the UK Public Sector and medium sized companies since 1990 and count several corporates as clients.

For specific information about how we might help your organisation please contact our Sales Department on the number below, or by email at sales@sqlaccounts.com.

Links

<http://www.sqlaccounts.com>
<http://www.sgmhire.com>