

Aquarius IT invests in Advanced's software to drive multichannel sales across UK and Europe

Submitted by: Advanced Computer Software Group LTD

Wednesday, 2 December 2015

Integrated finance solution to support projected growth of 50% and boost cash collection

2 December 2015 – Aquarius IT (Aquarius), a leading developer of road transport compliance and analysis solutions, has recently gone live with financial management software from Advanced Exchequer (Advanced) to support its new multichannel business strategy across the UK and Europe.

Formed in 2005, Aquarius has recently transitioned to a direct sales model as well as continuing to use a network of distribution partners. The Exchequer finance software has been integrated into the company's CRM and eCommerce platforms in order to manage projected annual sales growth of 50% and streamline cash collection and bank reconciliation procedures.

Exchequer was selected to replace the organisation's previous finance system which had become unwieldy from an operational perspective. Time-consuming accounts receivable and accounts payable procedures have been automated, improving productivity and the management of debtors in order to increase cash flow.

Guy Reynolds, Commercial Director at Aquarius IT, explains, "We are very ambitious and have embarked on a massive strategic change. This has led to us investing in leading systems to support our new business infrastructure and strong growth aspirations to almost double our turnover by 2016.

"Advanced is a highly recommended supplier and could demonstrate proven integration capabilities with our chosen CRM and eCommerce platforms which will be key to driving additional sales revenues."

Financial data can now be imported and validated in various formats, such as cash book entries and invoices, to quickly process thousands of corresponding transactions each year, eliminating manual bank reconciliation processes and associated administrative costs. The system's reporting capabilities can also be used to highlight potential bank discrepancies, unexpected charges or missing transactions to improve financial control and accuracy.

The seamless integration between the finance, CRM and eCommerce solutions will also assist Aquarius to increase sales revenues across multiple channels throughout the UK and Europe. Existing customers can review their purchasing history and new orders placed online are automatically uploaded into Exchequer. The solution then automatically checks existing stock availability, produces a picking list and generates a sales invoice in any multi-currency format to ensure a fully streamlined and paperless process.

Reynolds comments, "Advanced's software has provided us with immediate efficiency benefits by automating administrative tasks which previously required extensive manual intervention. With faster access to reliable financial information we have been able to reduce the time it takes to complete our bank reconciliation process from days to minutes.

"We also have total confidence that we now have a scalable and reliable financial management solution which can support us for years to come, which will be vital as we achieve our goal of becoming a

multi-million pound, global business.”

-ENDS-

Notes to Editors:

About Aquarius IT

Aquarius IT is a leading developer of road transport compliance solutions. In 2005, Aquarius became the first to offer analogue and digital tachograph analysis software, enabling the company’s road transport customers to self-analyse and easily manage their own driver and vehicle data in one package.

Aquarius’s customers range from major hauliers and well-known brands to small owner-drivers. By offering a complete end-to-end solution, Aquarius helps operators of all sizes and disciplines manage their compliance responsibilities with ease.

www.aquariusit.com

About Advanced Exchequer

Advanced Exchequer’s multi-award-winning, fully integrated accounting and business software helps organisations improve the way they manage and operate their business, delivering significant time and cost savings by automating everyday tasks.

Flexible and easy to use, with powerful functionality built-in throughout, Exchequer supports all aspects of an organisation providing unrivalled analysis, exceptional management reporting and productivity enhancing tools.

Exchequer improves customers’ productivity by 47%.

Award successes include ‘Financial Software Provider of the Year’ in the Real Finance/CBI FDs’ Excellence Awards, winning more times than any other software provider and 100% user recommendation by Charity Finance for three years running.

Exchequer is part of Advanced Computer Software Group Limited, a leading supplier of software and IT services to the health, care and business services sectors and is the 3rd largest provider of software and services to the UK market. In 2014, the Group won Tech Company of the Year in PwC’s UK Tech Awards. Advanced was also ranked in the Deloitte UK Fast 50, which recognises the 50 fastest growing technology companies in the UK and ranked in the top 300 technology companies in Deloitte’s EMEA ranking.

<http://www.exchequer.com/default.aspx>

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