

# FSG Tool and Die

achieves precise financial control with Sage 200 Financials

Founded in 1961, **FSG Tool and Die Ltd** (FSG) is the market leader in the design and manufacture of precision tool-making. Its expertise is focused on the automotive markets, metal and plastic packaging, hot forging and press tools.

A privately owned business, **FSG** takes a pride in having provided excellent customer service and product quality for nearly fifty years. Accredited to ISO 9001 standards, it offers the very latest in 3-D CAD/CAM facilities and automated manufacturing processes.

premises with more space for the growing business.

Lisa's own positive experience of using Sage software with a previous company made it a front-runner as a potential replacement, as she explains,

"With Sage you have all the reassurance of a system with a strong provenance and excellent market reputation. While we did consider Sage Line 50 at one point, you weigh up the cost versus benefits and Sage 200 Financials (formerly Sage

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**“ With the detailed analysis Sage 200 Financials gives us, we're equipped to move swiftly to keep the business on track by taking appropriate pre-emptive or remedial action ”** Lisa Regan, Accountant, FSG

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With over eighty employees and based in Llantrisant, Mid Glamorgan, **FSG's** main market remains the UK, but it receives orders for one-off customer projects from as far afield as Ghana, Kuwait and Brazil. Current turnover is in the region of £8 million.

## The Challenge

For accountant Lisa Regan, joining the company two years ago meant accepting a challenging remit: to bring the accountancy function fully in-house for the first time; replace **FSG's** basic financial system with a more powerful solution; and prepare for a major £2.5 million company relocation to

MMS) emerged as an excellent match for our business. It had the right levels of sophistication, flexibility and room for growth. For our purposes, the larger enterprise packages on the market would have been a sledge-hammer to crack to a nut."

## The Solution

**FD Systems**, based locally near Cardiff, were known to Lisa as an award-winning Sage Business Partner, and she commissioned them to help with implementing the system. **FD Systems** were able to confirm that Sage 200 Financials, running on Microsoft Windows

2003 Server with a SQL database, was an appropriate choice to achieve **FSG's** objectives. Lisa also took the decision to migrate to Sage Payroll.

**FSG** preferred to have the new system up and running and thoroughly bedded in before their planned relocation, rather than starting with a new system on a new site.

Over the following two months **FD Systems** assisted Lisa in achieving a smooth implementation of Sage 200 Financials:

"**FD Systems** quickly sorted out the little problems that naturally crop up with any new implementation. It all went very smoothly – and continues to do so to this day."

### The Benefits

**FSG** has three main users of Sage 200 Financials, connected over a local area network: two staff handling credit control and supplier invoices, which are imported from a specialist engineering package into Sage, and Lisa herself as the main user. The team find the system both efficient and easy, with a very user-friendly interface.

"We all like using it, which is fortunate as it's become essential to our business!" comments Lisa.

Sage 200 Financials gives **FSG** much tighter control in managing its business. It helps with a range of day-to-day tasks, such as bank reconciliations, many of which used to be very time-consuming and required a raft of spreadsheets. Aged debtor reports providing information to recover overdue payments have also proved very useful in enabling **FSG** to manage its cash flow. In fact, Lisa has found reporting a real strength of the system:

"It's so nice to be able to pull off reports – weekly, monthly, quarterly, however we want – at the touch of a button."

Importantly, the system draws on data held in the Nominal Ledger, Cashbook, Sales and Purchase Ledgers to provide a wealth of information which can be analysed at many levels. The ability to drill down is proving particularly valuable: travel costs, for example, can be analysed at departmental or individual level, and by UK or overseas trips. Similarly, hire costs can be analysed right down to machine level. With budgets held on the system, costs are reported against budget and any variances highlighted.

"With the detailed analysis Sage 200 Financials gives us, we're equipped to move swiftly to keep the business on track by taking appropriate pre-emptive or remedial action," says Lisa.

### The Future

The last twelve months have seen great changes at **FSG** and Sage Financials 200 has supported the business throughout.

**FD Systems** continue to provide technical assistance, and helped with producing year-end accounts through a remote connection. This worked so well that **FSG** plans to call on this service again in the future.

Lisa is delighted that the system she championed has lived up to expectations:

"Sage 200 Financials has done everything I ever envisaged. What's more, we continue to explore and exploit its potential. It's exciting to feel we're still scratching the surface of all it can offer to our growing business."

She has valued the level of support received from Sage: "If ever I've had a query on using Financials or Payroll, I have rung the helpline and have been continually impressed by Sage's understanding of how their software is used in the real world. You simply can't fault their customer service."

## 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

### Solution Overview

- Excellent day-to-day support for the company's accounts team.
- Ample room to grow for an ambitious business.
- Touch-of-a-button reporting, giving greatly improved access to management information.
- Excellent drill-down to the underlying detail for tighter cost control.
- Expert support both from Sage and Sage Business Partner **FD Systems**.