



Connect Utilities

Sage Line 500 - a fast response to the UK's No.1 utility infrastructure provider

Connect Utilities is the UK's number one utility infrastructure provider for the new build market. The company has completed over 220,000 connections and have contracts for a further 100,000 in place. The company prides itself on excellence in development, construction and asset management.

Customers are offered an unrivalled service that is tailored to their specific needs, utilising cutting edge technology and highly trained staff. A development team prepares a unique proposal for each project, guaranteeing excellent design and optimal infrastructure delivery at the keenest possible price, with no complications or unexpected extras.

with the new-build homes market.

Connect Utilities was the first company to be successfully accredited by the Lloyd's Register for the design, construction, commissioning and final construction of new gas infrastructure network up to 7 barg pressure. This accreditation has confirmed that **Connect** meets the highest standard of quality, technical proficiency and standards of safety.

The Challenge

Continual rapid growth meant that **Connect Utilities** required an enterprise resource planning (ERP) system that

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Michael Pearce, Asset Director, Connect Utilities

The company have ensured their reputation by taking any worry away from the customer; so that once building work commences on a new housing estate their construction teams assume responsibility for every element of the infrastructure until the work is complete. This total dedication to service and quality has set the seal on **Connect's** reputation and the company is now enjoying extremely rapid growth in line

provided reliability, scalability and the ability to interface with other specialist systems operated by the company. A key requirement for the company was accurate work in progress valuation – the existing Sun system could not provide this information. There was also no cost control for jobs, particularly the requirement to compare actual costs against budget - this resulted in large write-offs due to overruns.

The Sun system that **Connect** was using could not provide the necessary controls and the company needed to address the situation quickly if they were to maintain growth and profitability.

"We looked around for a company that could address our software needs very quickly, as this ongoing situation meant we were less profitable than we should have been. **FD Systems** were able to demonstrate that they had an excellent track record for fast implementation and they certainly didn't let us down", said Michael Pearce, Asset Director of **Connect Utilities**.

The Solution

After in-depth research into **Connect Utilities'** needs, **FD Systems** recommend the implementation of a 50-user Sage Line 500 system, which was installed in just 8 weeks – an extremely fast turnaround for a system of this size.

Due to the unique nature of **Connect Utilities**, there was a large amount of customisation required. The main element of this maintains very strict and specific budgetary control of jobs and budgets. This has already given **Connect** a significant increase in control over their business on a day-to-day basis.



Once the system was functioning, the company could see where errors had been made in estimating the cost of a job and adjust their future budgets accordingly.

FD Systems provided a full finance, distribution and job-costing solution that was integrated with **Connect's** own in-house job budgeting system.

The Benefits

Connect Utilities now have a system in place which is generating savings through avoidance of expensive write-offs because job costs can now be predicted more accurately. The speed with which **FD Systems** implemented the solution meant that the company could benefit from efficiency savings in a very short space of time. Integration with their bespoke budgeting system also made the transition period easy for their staff.

Their rapid growth can now be maintained with greater profitability on each new job.

"We were very happy with **FD Systems'** service delivery and impressed with the solution they gave us. We can now concentrate our efforts on increasing our market leadership without having to worry about the availability and accuracy of financial information", said Michael Pearce.

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

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