

Business Partner Case Study

Century Computing Software Services Ltd

Company Overview

The Tipton-based company is one of the premier Sage and Draycir resellers in the region. Serving a range of clients, from sole traders to large multi-company installations, Century Software provides expert software advice and support to enhance accounting, retail, CRM and payroll solutions.

Delivering Benefits In-House

With almost 90 per cent of its customers now receiving invoices and statements by email or fax, Spindle Professional has helped to deliver significant reductions in paper and postage costs. Invoices from the sales team are now raised instantaneously from placed orders, which has not only delivered customer service improvements, by reducing client waiting time, but has also reduced waiting time for payments. The software's archiving system also ensures that the company is able to track all order related correspondence.

How it Helps Increase Revenue

Sarah Lawlor, marketing and operations manager with Century Software, says:

"Demonstrations of Spindle Professional to clients always receive an extremely positive response, and it is very rare that it doesn't result in a converted sale. Most clients purchase the software as an add-on to one of our Sage products. As well as being a product that is easy to sell in its own right, Spindle Professional's impressive ROI is an invaluable selling tool – turning many major client investment discussions from being cost-based, to ones of cost savings."

Key Benefits

Dramatically reduces costs - document delivery by email and fax

Creates a more professional image with your company logo and branding on outgoing documents

Saves money and waste - you can use plain paper in place of pre-printed stationery

Flexible - allows you to automatically add terms and conditions or seasonal or promotional messages

'Intelligent' - pre-programmed to fax, email, print or store your documents automatically for instant retrieval whenever you need them

Spindle Professional works with major accounting systems including Sage 50, Sage Line 100, Sage 200, Microsoft Dynamics NAV (Navigation), Microsoft Dynamics GP (Great Plains), Pegasus Opera II, Access Accounts, SAP Business One and more. Also works with almost any application that will print, such as Microsoft Word, Excel, Access, ACT! and Crystal Reports.

Product Range

Spindle Professional is one of a range of products available from Draycir, specialists in document distribution and credit management solutions.



Spindle
PROFESSIONAL



Credit
HOUND



Credit
GUARDIAN

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