

Business Partner Case Study

Harley Grove

Company Overview

As well as having its own national client base, the East Sussex business also carries out work as a subcontractor to a number of approved Sage Business Partners. Much of the company's activity is centred on Sage software, including Sage Line 50, Payroll, Sage Line 50 Manufacturing Solutions, and ACT!). Harley Grove has been an approved Spindle Professional reseller for the past five years.

Delivering Benefits In-House

Harley Grove use both Spindle Professional and Credit Hound, Draycir's credit management software, in-house. As a sole trader, maximising the use of time and resources is essential to the continuing success of the company. Spindle Professional has significantly reduced the number of man-hours and mailing costs associated with creating, distributing and archiving customer related documentation. With the addition of Credit Hound, Harley Grove also ensures that late payers are automatically chased – thanks to the software's invaluable self-chase feature – virtually eliminating it's credit control function.

How it Helps Increase Revenue

Harley Grove have found that demoing Spindle Professional and Credit Hound during demonstrations of Sage products has helped to increase sales by opening doors and allowing customers to see the benefits of the software products working together. Ensuring that customers can see where cost savings can be made encourages more product sales.

Rob Thomas, owner of Harley Grove, says,

"Spindle Professional is a door opener for other products. At virtually every Sage demo, I attempt to introduce Spindle Professional into the discussions, a move which regularly results in multiple software sales."

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 (Navision), 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.



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