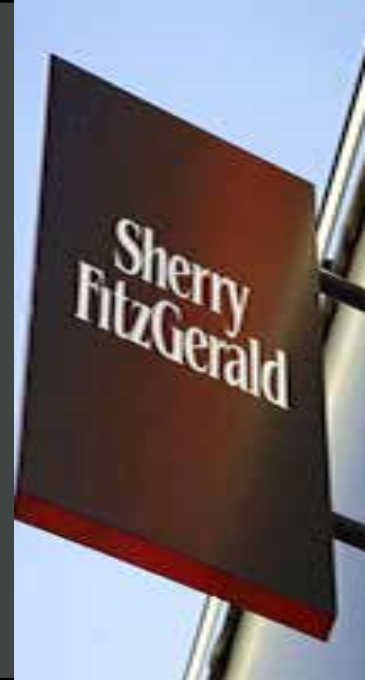


Sherry FitzGerald

Sherry FitzGerald No. 1 Estate Agents in Ireland chose K3



Sherry FitzGerald Group are Ireland's leading property and mortgage advisory firm.

Founded in 1982, Sherry FitzGerald Group are Ireland's Number 1 estate agents servicing Ireland with a branch network of 92 offices.

Their depth of expertise in the property sector is unrivaled and their brands are among the most recognised in Ireland. The group consists of four main business units:

- Sherry FitzGerald Residential Sales in second hand and new home properties
- DTZ Sherry FitzGerald, which specialises in Commercial Agency, Professional Services & Property Management
- Sherry FitzGerald Financial Services, which offers clients independent mortgage, pension, life and home insurance advice
- Sherry FitzGerald Countrywide, which encompasses the national franchise network.

Project objectives

- Support the increasingly complex needs of the business
- Improve the reporting functionality away from Excel reporting
- Meet business needs without increasing management cost and time
- Reduce manual time consuming tasks that duplicated efforts.

Results

- Access and interrogate real-time data across different companies
- Saves an inordinate amount of time through seamless interaction
- Paperless department improving efficiencies and reporting capability



Project background

In 2012, Group Financial Director Steven McKenna took the decision to find a replacement finance system which would support the increasingly complex needs of the business. His finance team were increasingly frustrated with a system that was not designed to cope with cross-divisional and multi office accounts and his ability to extract insights and reports was limited through Excel reports. The existing system was laborious for users and the duplication of inter-company recharges through Accounts Payable and Receivable was a burden on his team and created large paper volumes.

Sherry FitzGerald requirements

They need a system that could support their drive to automate the business processes, become a paperless department, create efficiencies within the finance team and improve the reporting functionality in the Group. With a realistic budget in mind and a very clear view of his requirements, Steven's search commenced by taking counsel from his auditors and fellow accountants in business, combined with his own research online. He shortlisted Oracle, SAP, Accounts IQ and Sage.

After meeting all parties, the list was further shortened to just two options and more detailed demonstrations were given. Steven was very focused on finding a solution to meet his core needs within the budget that he had set. He finally decided that K3 and their Sage Enterprise Management solution was the right solution for the Sherry FitzGerald Group.

The solution

The decision to go with K3 and the Sage Business Enterprise Management solution was based on several factors. Firstly, the Sage solution not only offered what Steven was looking for in terms of functionality but did it so in a very unique way.

Sage Enterprise Management is based in a single folder which brings with it several business benefits most notable of which allows users to access and interrogate real-time data across different accounts. From a user point of view this functionality alone saves an inordinate amount of time by providing a seamless interaction with the information for multiple company accounts.

Solutions delivered

ERP: Sage Business Enterprise Management

Add ons: Timesheet & Expense Module

"The additional timesheet & expense module means our process is paperless, fully traceable with significant savings on storage costs".

“...We expect to cut the time it takes to process invoices and inter-company recharges by 40% alone. This equates to 2 days a week simply by being able to use the standard functionality within Sage Business Enterprise Management”

Steve commented “We expect to cut the time it takes to process invoices and inter-company recharges by 40% alone. This equates to 2 days a week simply by being able to use the standard functionality within Sage Business Enterprise Management”

In addition, with over 200 staff processing low value but high volume expenses the ability to automate the process through the additional Timesheet & Expense module will be of great benefit to the Group. It enables Sherry FitzGerald to move away from manual expense processing and automate the whole process from scanning, through line manager approval straight through to the account system. Paperless, fully traceable and significant savings on storage costs.

Typically, an issue which can be difficult to overcome with new ERP installations is user adoption. However, being able to show Steven’s team the tangible time saving benefits of the new Sage Business Enterprise Management solution has made adoption surprisingly easy. His team can see how much simpler their working lives will be through the automation and usability that the K3 solution brings.

The K3 service benefits

- Simple to use with very little training needed
- User adoption is made easy
- Choose the technology to suit your business
- Get up and running quickly and easily
- Manage multiple business across multiple locations



Whether it's a relatively small step forward, or an ambitious change of direction, we will be the partner to deliver systems which meet your exact needs.

Specialising in ERP, CRM, BI and Managed Service solutions we have offices in England, Wales, Ireland and worldwide helping over 400 customers reach their goals.



The results

As well as the solution itself, Steven was impressed with K3 who worked tirelessly to get a thorough understanding of the business and Steven's requirements.

With an initial focus on Sage 200 as a potential solution, K3 quickly identified that in order to achieve what Sherry FitzGerald was looking for they would have to explore Sage Business Enterprise Management.

It was important to K3 to make sure that we truly listened to our customers requirements then to bring to life how the solution would work via our demonstrations.

We were absolutely delighted to be Steven's final choice and we're incredibly proud to be working with Sherry FitzGerald. We look forward to helping Sherry FitzGerald transform the way they currently work and supporting them on their business transformation journey.

Talk to us about

- ◆ ERP
- ◆ CRM
- ◆ Business intelligence
- ◆ Business Apps
- ◆ Managed services
- ◆ Additional modules to enhance your ERP

"K3 are however well-placed to offer regional support and quickly send a technician into the store if necessary"

K3. Experience Applied