

Success Story

Technica transforms from sad spreadsheets to Sage success

“The level of data we’ve now got on our financial information within the business is far greater, far better than we’ve ever had before... everyone has taken to the new Sage package seamlessly.”

Richard Law

Business Development Director, Technica LTD



Company overview

Technica Ltd, an independent engineering company, has provided services to the oil, gas, energy, and industrial automation sectors since 2007.

Rapid growth over 12 years led to challenges in managing their data effectively. Employing 50 staff and supporting major UK and international energy sector clients, Technica needed a robust solution to enhance their business intelligence and streamline their operations.



Results with Sage 200

Technica’s implementation of Sage 200 has revolutionized their operations. Enhanced data visibility and streamlined processes have improved decision-making and efficiency, allowing them to better manage costs and project delivery.

- Improved data accuracy and accessibility
- Streamlined business processes and efficiency
- Enhanced project planning and scheduling

Company
Technica LTD

Location
UK

Industry
Utilities

Sage Products
Sage 200cloud

Sage Partner
HPB Group

About Technica LTD

Technica provide a range of services from front end design, detailed design, project management, project engineering, construction, commissioning and the supply of professional engineering support.



A need for change

As Technica expanded, their reliance on distributed spreadsheets became a significant hurdle. Accurate and accessible business intelligence was essential in their competitive marketplace.

Richard Law, Business Development Director at Technica Ltd, noted, “We were working from lots of distributed spreadsheets, and this just wasn’t presenting the data we wanted in the right format.”

To address this, their accountants recommended exploring a Sage software solution tailored to their industry and size.

Understanding business needs and future challenges

Technica embarked on a rigorous selection process and chose HBP Systems to implement Sage 200. They were impressed by the features of Sage 200 and by HBP’s understanding of their business needs and future challenges that Sage could provide a solution to. HBP’s ability to develop and demonstrate the practical solution’s that Sage provides, convinced Technica they were the right partner.

“We selected Sage through HBP mainly because we believe they bought into our business and what we were trying to achieve,” said Richard.

Implementation and training

Given Technica’s small size and lack of internal IT specialists, minimizing downtime during Sage 200 implementation was crucial.

HBP ensured a smooth transition to Sage success by training superusers within Technica, who then imparted their knowledge to the rest of the team.

This approach not only facilitated a seamless integration but also ensured that within a couple of months, the new improved Sage system was fully operational.

Transforming operations

The implementation of Sage 200 has transformed Technica’s operations. The integrated system has provided enhanced visibility and significantly improved the quality of their data.

“The level of data we’ve now got on our financial information within the business is far greater, far better than we’ve ever had before,” Richard emphasized.

This has allowed Technica to track costs from initial bids to the successful delivery of projects more efficiently.



“We selected Sage through HBP Group mainly because we believe they bought into our business and what we were trying to achieve. They understood the problems we had at the present but could also pre-empt some of the problems we would encounter going forward as the business continued to grow. The final piece of the jigsaw for us was their attitude and culture.”

Richard Law

Business Development Director, Technica LTD

Enhanced decision-making and efficiency

With all essential business and financial data consolidated into one package, Technica can make faster, more informed decisions.

The streamlined processes have eliminated the inefficiencies of their previous system, enabling better project planning and scheduling.

The improved accuracy and accessibility of data have empowered Technica to maintain a competitive edge in their industry.

Future prospects

Looking ahead, Technica is well-positioned for continued growth. The Sage 200 solution has not only addressed their current needs but also set a solid foundation for future expansion.

The successful partnership with HBP has ensured that Technica can rely on a robust system that supports their business objectives and enhances their operational efficiency.

In summary, the adoption of Sage 200 has been a game-changer for Technica Ltd. The enhanced business intelligence and streamlined processes have allowed them to focus more on their core activities and less on administrative tasks, ultimately driving their business forward.



Sage



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