

Success Story

allmanhall scales up with Sage Intacct

Procurement company allmanhall needed software that would support and scale with its growth

“Sage Intacct lets us focus on the numbers, not on having to manage the system.”

Tom Lewis

Finance Manager, allmanhall



The Challenge

In 2022, allmanhall had plans for growth but their cumbersome finance software was getting in the way. The old system involved time-consuming manual processes and did not integrate data; allmanhall needed a solution that would scale with the business and provide accurate, trustworthy information.



The Solution

Having conducted a comprehensive review of their options, allmanhall chose Sage Intacct.



The Result

Efficiency gains provided by Sage Intacct, including faster processes and data insights, have helped allmanhall achieve double-digit growth without recruiting. The finance team now has a bigger impact, and the business can make well-informed strategic decisions.

- Bank reconciliations previously took all day; now automatic.
- Daily invoicing down from 2 hours to 5 minutes.
- Faster reconciliations and allocations save about 1 day monthly.
- Sage Intacct allowed allmanhall to grow without adding headcount.
- The time saved will be used to enhance their award-winning client support.

Sage

Company
allmanhall

Location
United Kingdom

Industry
Wholesale and distribution

Sage Products
Sage Intacct



About allmanhall

allmanhall is a family-owned procurement company that manages food and catering supply chains for a range of clients, including schools and care homes.



Investing for growth

Martin Little, allmanhall's Finance and Systems Director, knows what might have happened if the company had not upgraded to Sage Intacct in 2022. "I would have had a mini riot on my hands," he quips. Based in Wiltshire and founded in 2006, allmanhall is a family-run food and catering procurement company that manages the entire catering supply chain for schools, leisure facilities and care homes. The company takes clients' orders through its online portals, then procures food and catering equipment on their behalf. Notably, allmanhall consolidates all supplier invoices on behalf of its clients, then bills them accordingly. As a result, it processes many thousands of invoices every year.

Over time, it became clear that allmanhall's legacy accounting software was struggling to cope. The finance team was having to manually process and input huge volumes of data – bank reconciliation took a day and the daily invoicing routine was around 2 hours. This generated a risk of human error; meanwhile, the team was reluctant to trust the data and the software did not provide any useful insights.

By Spring 2022, allmanhall saw opportunity for growth, but needed accounting software that would both support and scale with this.

Hit the ground running

The company conducted a comprehensive review of the market, with their objectives firmly in mind. Martin explains: "I think we probably could have gone to a few providers and they would have made things slightly more efficient, but we were looking for a product that would align with our goals and help us to achieve some fairly punchy growth targets. Sage Intacct was the one that fitted."

Tom Lewis, allmanhall's Finance Manager, agrees. "Sage Intacct is a package that you can hit the ground running with, it will grow with you."

To ensure a good fit, allmanhall quizzed Sage extensively and asked them to respond to several hypothetical scenarios. This was to make sure that Sage Intacct would cope with the complexity and volume of invoice consolidation they needed, and with the levels of growth they sought. Sage Intacct passed with flying colours and went live in August 2022.

Transition from the old system to the new one was very straightforward and although allmanhall used a third party, with hindsight they do not think it was necessary. "Sage University is absolutely fantastic and that had all the information we needed," says Tom, who also mentions that transferring historic financial and client data into Sage Intacct was remarkably straightforward.



Sage Intacct has been a critical part of allmanhall's daily finance operations.

Sage Intacct: a trustworthy source of reference

Since going live, Sage Intacct has been a critical part of allmanhall's daily finance operations. It was, from the outset, warmly received by all members of the finance team, thanks to its user-friendly nature and wide-ranging functionality, and its extensive library of supporting documentation and resources. This came as a huge relief, since finance staff had found the old system increasingly frustrating but are enjoying new insights and seeing new potential with Sage Intacct.

For allmanhall, the key advantages of Sage Intacct include its ability to consolidate and process data that had previously been separated from the accounting system. For example, allmanhall's previous accounting package required them to keep customer and supplier data in a separate CRM package, and to move data between these manually. Now, they keep much of their customer and supplier data within Sage Intacct; not only because the system allows them to and it makes multiple processes much faster and more efficient, but also because they can now see their data and trust it.

This also makes life much easier for finance team members, who can use Sage Intacct as a single source of reference, and no longer have to work across multiple systems. When the team needs data insights or reports, all of the real-time, accurate data they need is already within Sage Intacct. The system can run their reports at speed, and this alone has generated huge time and efficiency gains. Indeed, the finance team can now run financial reports to levels of detail and accuracy that were virtually impossible before Sage Intacct. Bank reconciliations are now automatic, while invoicing time has dropped from hours to minutes.

No need to add headcount

What is more, thanks in part to the efficiency gains and vastly increased capabilities that Sage Intacct provides, allmanhall is now enjoying double-digit growth yet has not had to recruit any additional staff to its finance team.

Perhaps unsurprisingly, as allmanhall becomes more familiar with Sage Intacct they are looking at the additional modules and functionality that Sage can provide, and the capacity to integrate third-party systems, with a view to achieving even greater efficiencies across the business. For example, allmanhall is currently rebuilding its Salesforce organisation, and when that is complete will integrate it with Sage Intacct.

The finance team also appreciates how Sage continues to improve and develop Sage Intacct. "There are always new features coming; we always know that with Sage Intacct life will not stay static, it's going to continually improve," says Tom.



“Sage Intacct will continue to give us more and more, as we spend time with it.”

Martin Little

Finance and Systems Director, allmanhall

Keeping the vision intact

Looking ahead, allmanhall intends to use more of the features and modules of Sage Intacct, which will extend the finance team's impact across the business. The firm is already benefiting from being able to present real-time, highly accurate reporting to inform business decisions and strategy, but Sage Intacct still has more to offer. As Martin puts it: “As we continue to learn what it's capable of, and with the add-ons, we can increase the functionality of Sage Intacct and what it brings us.”

A more effective system frees up the team at allmanhall to focus on adding value for their clients. They would rather invest headcount in this area as they continue to grow and provide the award-winning client support for which they are known.



Sage

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