

Customer success story
UK Highways
Management Services

Industry
Transport 

Location
United Kingdom

Greentree product suite
Financials
Global Finance
Screen Customisation Manager
Workflow
Business Process Manager
AutoScan
eApprovals

Greentree business partner
Prerogative

UK HIGHWAYS STEERED TOWARDS FAST ACCOUNTING

BUSINESS BENEFITS

- Straightforward 3-month system migration from Sun to Greentree. Implementation was completed without any disruption to business continuity
- The ability to manage and consolidate financial accounts for six companies within a single system, avoids the need to purchase 3rd party systems
- A single-source data entry point improves accuracy and removes the duplication of effort. This has liberated staff to work on more progressive tasks such as data analysis as opposed to data entry
- Easy accessibility and analysis of data enables the production of reports that inform the management decision making process
- Scanning and email attachment of purchasing invoices speeds-up the authorisation process. This has the flow-on effect of improving cash management
- Greentree benchmarks financial processes against best practice.



“Essentially, Prerogative smoothed the way for a remarkably straightforward migration from Sun to Greentree. In fact, Greentree was fully live and operational within 3 months.”

David Jones, Project Accountant,
UK Highways Management Services

Traffic flows on two of the UK's busiest arterial roadways was arguably, more manageable than office workflows until Greentree got behind the wheel.

Business situation

UK Highways Management Services provides management and administrative support to two DBFO (design, build, finance and operate) Companies responsible for the UK's M40 & A55 highways.

The company inherited what David Jones, Project Accountant, describes as an “early Sun Accounting System”. Essentially, it was a double-entry bookkeeping

system relying on a labyrinth of spreadsheets which consumed significant amounts of staff time; was notoriously cumbersome and potentially unreliable when it came to producing reports for management. The 'system' required manual entry of data in multiple locations, which created numerous information anomalies, not to mention the lack of a basic workflow process. Quite simply - it had to go.

Essential requirements

David envisaged a fully integrated, flexible and reliable system which could be quickly deployed and required minimal training. Most importantly, it needed

to produce reports containing information that management could rely on.

Why Greentree?

Eight potential new systems were evaluated including the option to upgrade to the latest Sun system. David says that comparatively speaking, the Sun system couldn't match Greentree's functionality at that price level. The fact that the expertise required to implement Greentree could be provided by the local UK-based Greentree Business Partner, Prerogative, made it the compelling choice.

Smart phased implementation

David explains that implementation needed to happen fairly quickly for two key reasons; to coincide with their new financial year and to avoid the payment of the annual license fee on the old system. With that in mind, the Prerogative consultant wasted no time in quickly translating business requirements into a brisk, phased implementation plan.

Smooth data migration

Another key reason for choosing Greentree was the fact that all historical business data could be easily migrated from the Sun to the Greentree system. This was achieved with little, if any disruption to business continuity and the end-to-end implementation process was met within the planned deadline.

Six companies – one system

UK Highways is a group of six companies which was difficult to keep track of, let alone manage, in the old Sun system. Greentree provides the flexibility to manage and consolidate multiple companies within one fully integrated system. David says that even if you consider this factor alone, Greentree has saved UK Highways a lot of money by avoiding the need to purchase 3rd party systems. Other systems could provide this functionality but at additional cost.

Quality reporting that informs the decision making process

Previously, an inordinate amount of time was wasted entering and re-entering data in multiple locations – data management was an urgent matter. The old adage, 'if you can't measure it, you can't manage it' held true, since the reports produced could not be relied upon to guide management decision making.

Without a doubt, the highlight for David has been the amount of progressive time now spent on analysis and interpretation of data, instead of data entry. Management now has the peace-of-mind of knowing that the information appearing in reports can be relied upon. Greentree delivers a standard and quality of reporting, UK Highways has never had before.

Scan invoice saves time

Another time saving factor is the ability to scan a purchase invoice into Greentree and send it as an attachment to the person responsible for authorising it. David says this is invaluable since the authorising person is usually a Project Manager who is often off-site. This has a flow-on effect by improving the speed of the invoicing and payment process, which ultimately improves cash management.

Work just flows

Implementing Greentree has enabled UK Highways to effectively benchmark its business processes against best practice. David is relieved that better efficiency has been introduced to office work flows and management finally has the right tools for the job.

He says, "Greentree has given us the confidence of operating in a best practice financial management and reporting environment. This has enabled us to raise the bar on workflow and office efficiency."



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Prerogative, which (including last year) has been consecutively awarded International Greentree Partner of the Year, is the UK's most experienced Greentree reseller. With its vastly experienced implementation team, it has an outstanding record of successfully implementing systems across a wide range of sectors in the small to medium sized business arena. Combined with first class support and a commitment to the ongoing relationship with its customers, Prerogative continues to add value to its clients.

www.prerogative.co.uk



We are unashamed technology and business buffs; fanatics; addicts. Call us what you will, we have one obsession: building the best business software. Greentree is today's ultimate business painkiller and multivitamin, that in 10 years time will still be the best performing business software.

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