

Case Study

TECSEAL Ltd



Aquila

Financial & Management
Software Specialists

awaiting
image

Industry Sector:

Industry Sector: Building supplies
Wigan & Chorley

No. of employees: 14

Activities undertaken

Supplied, installed & networked new computer system across two locations

Installed IBM servers,
Microsoft Windows server and
Microsoft terminal services

Installed SAGE line 50 & essential
computer operating software

Provided SAGE training
& ongoing support

Annual IT maintenance agreement
& remote support

Benefits to business

Improved productivity
& business efficiency

Robust financial & management
systems providing up to date and
accurate business information

Significant return on investment
which led to business expansion

Background & IT Challenge

TECSEAL operate from distribution centres in Wigan and Chorley supplying a range of UPVC roof line products to the building trade. The business employs 14 full-time staff and generates an annual turnover of around £1.9m

When the company was first established, the MD opted to use SAGE to manage sales order processing, delivery notes, purchase orders and invoicing arrangements. They needed a reliable IT company to work with.

The Solution

Aquila was duly appointed and recommended a suite of computer hardware including IBM servers using Microsoft windows 2003 server and Microsoft terminal services. Aquila undertook all the necessary installation work including cabling and networking.

Aquila also recommended SAGE Line 50 to drive the routine business processes, and provided staff training and ongoing support once the software was installed.

The Microsoft terminal services allows the MD & FD to connect to the Wigan and Chorley branches from any location leading to major time and money savings and significant management information improvements.

Client testimonial

“As an IT company, Aquila provide us with excellent value for money. Their in-depth knowledge of SAGE has been invaluable. We put the information into the system and if it doesn't go where it should do, Aquila sort it out and quickly.

I'd definitely give Aquila 10 out of 10 for technical expertise and customer service. I now consider Aquila as one of our best suppliers.”

Karen Hill, Managing Director

bringing IT together