



Samba Sports raise their game with Sage 200cloud

Samba Sports is a family-owned manufacturer and supplier of steel, aluminium and uPVC goals and associated equipment to football clubs and rugby clubs. As well as supplying grassroots clubs throughout their 25-year history, their goals are also used in numerous Premier League academies.



Sector

Manufacturing

Solutions

Sage 200cloud

Professional Services

The Business Challenge

Following years of sustained growth, Samba Sports had reached the capability limits of their in-house Sage 50 accounting system.

Samba Sports was painfully aware of the limitations of Sage 50. As the company had grown, they needed a way to manage stock more effectively, which Sage 50 wasn't able to offer.

Samba Sport decided to request competitive quotes for a new accounting system to replace Sage 50 and to arrange presentations on the possible ways forward.

Three things were clear:

1. The new system would need to be able to handle all of Samba Sports' customers and accommodate future growth in the business
2. Samba Sports would need assistance in migrating thousands of customer and supplier records to the new accounting system
3. They would require full training and support through the process

For best practice, Samba Sports decided to obtain several competitive proposals in addition to a proposal from Chess, who, as well as being a Sage Business Partner, were already a long-time supplier of IT support and software systems to Samba Sports.

The Solution

Following evaluation of the options, the decision was made to proceed with an implementation of Sage 200cloud from Chess.

Chess were selected for their track record of service and support, their competitively priced proposal and their consultative approach as a Sage Business Partner.

Chess's proposal was to migrate Samba Sports away from their legacy Sage 50 system to Sage 200cloud.

Before kicking off the implementation and migration however, Chess conducted a half-day assessment in order to:

- Understand Samba Sports' accounting and business processes as far as possible
- Identify any issues that the new accounting system would need to address
- Review the current set up and map these against future needs.

Migration and training

A great deal of work was required to migrate thousands of Samba Sport customer and supplier records to the new Sage 200cloud system.

Due to unfamiliarity with the Sage 200cloud system, Samba Sports needed a comprehensive knowledge course on the new software. According to Samba Sports, Chess stepped in to save the day. The Head of Finance and IT at Samba Sports says:

“ I was really impressed, because for them it meant a whole load of extra work which they just took in their stride. ”



The Outcome

The new Sage 200cloud system means that Samba Sports can handle their thousands of customer accounts more efficiently, as well as benefiting from a smoother stock management system. In addition, the Sage 200cloud system brings:

- Time-saving productivity benefits for the team
- Ability to send and retrieve documents within the system instead of having to switch out to other applications
- Accurate financial insights and reporting capabilities
- In-built stock management tools.

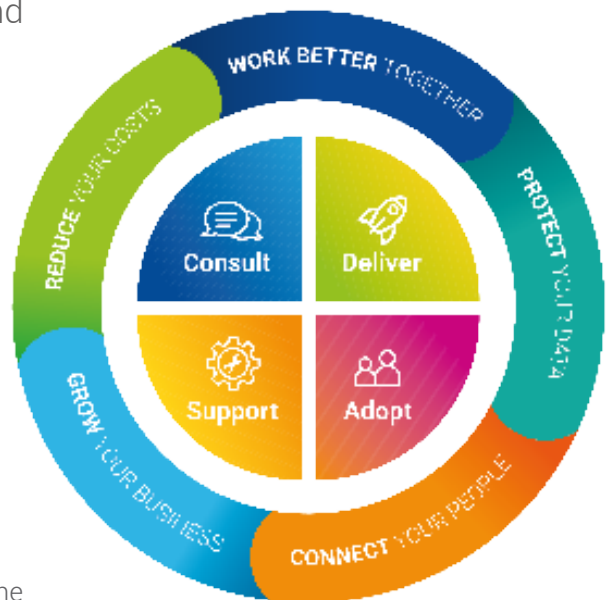
“Our project wasn't the easiest... but Chess helped us every step of the way, and I would thoroughly recommend them for their Sage knowledge, technical skills and customer support.” The Head of Finance and IT at Samba Sports



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By leveraging world-class technology, Chess helps you to connect your people, protect your data, grow your business, reduce your costs and work better together, which means your business, your people and your customers can thrive. At Chess, we're passionate about our unique culture and our continuous investment in our people to be industry experts.

We're extremely proud that our people voted us No.1 in 'The Sunday Times 100 Best Companies to Work for' list 2018, and we continue to celebrate more than ten years in the top 100.



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