

CASE STUDY: MIGRATION TO SUMMIT

NEVILLE CONSTRUCTION GROUP

The company

Based in Luton, Bedfordshire, Neville Construction Group is a family business dating back to 1875. It's organised into three companies: T&E Neville Ltd, Neville Special Projects Ltd and Neville Joinery Ltd. The Group employs 100 staff and has an annual turnover of approximately £21 million.

The challenge

Neville had been using RedSky's AXiM legacy system since 2003, so Financial Controller Chris Foulkes felt the time was right to migrate. "As a forward-looking company we want to be on the latest and best software," she said.

"We knew it would potentially involve some reconfiguration, but at the same time we wanted to be able to maintain the system knowledge we have built up over the years. This wasn't about starting from scratch, it was about improving things and cutting down the number of manual processes."

The solution

Chris said: "As far as the migration was concerned, we never even considered looking elsewhere. We wanted something we could operate smoothly, and we didn't want all the aggro and stress of moving on to something completely new. Also, we knew that historical transactions would remain available on the system and there would be no need to change all the codes."

Chris decided against running two systems in parallel. However, she did commission some training before the switchover, covering what the team members wanted from the system and how they would use it.



She also used a test company: “My team would test a small batch of transactions on the live AXiM system and then on the new test system (Summit). The testing allowed us to spot any anomalies and glitches. It also gave us opportunities to ask RedSky questions and get explanations. We just kept testing it until we were all set up and knew we were ready.”

Chris’s confidence was justified. RedSky converted all the data from AXiM to Summit with no loss of history. “It was a safe passage,” she said.

The results

Once Summit was live, the Finance team completed further training and consultancy days, which helped to embed the new system.

Invoicing is far simpler now and the team sends most sales invoices by email. “The invoice pdf goes to the contact on the sales ledger,” said Chris. “It’s a pdf that sits in the enquiries screen and all sorts of places in the system that are linked. It’s a document that you can open up and look at on screen at any time.

“It’s very easy to retrieve information, too. I just click on the paper clip beside each transaction and it opens up the document that we sent to the client. Everything is done automatically – you do have to tell it to email or print, but all of that comes into your training. As soon as you’ve emailed it, it’s in the Document Store within Summit.”

Summit is also making subcontractor certificates far easier to deal with. “When we raise a payment on the system, the subcontractor receives the certificate in an email that also advises them when the money will reach their bank account,” said Chris. “Whereas previously we were printing out four to five copies, we now just print one for our records. We attach it to a copy of the subcontract invoice or application for audit purposes, or for HMRC inspections.

“Remittances to suppliers are automated too – the remittance sits as a file in the Document Store on the Purchase Ledger. We use all three aspects – Sales Ledger, Purchase Ledger and Subcontract Ledger – for automation of documentation.”

In conclusion, Chris said: “Summit is a purely construction-based product, so if you’re in construction, it’s a no-brainer – you should use it.”

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Summit – key benefits

- Data migrated on a like-for-like basis
- Work with real-time information
- Emailing payslips saves time and money
- Enhances the end-user experience
- Insights to drive business growth
- Access and analyse all data with ease

RedSky software enables construction companies to achieve and maintain competitive advantage. We make real-time actions visible, enabling you to control change, eliminate risk and achieve ongoing incremental gains from improved operational efficiency. Across all types of construction and contracting projects our software is scalable, modular and proven to improve performance and productivity.

FOR THE END GAIN



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