

Client Profile: Applecross Developments



Applecross Developments are a prestigious housebuilder based in Edinburgh that is responsible for some exclusive high quality apartments and houses across Scotland. Founded in 1979 they develop bespoke housing, consisting of predominantly 'flat' style developments with an emphasis on quality, and each development is individually designed to meet customers' requirements.



applecross.

the art of home creation

Software helps manage hundreds of subcontractors for Applecross Developments

Over the years Applecross have moved from employed staff to a subcontract workforce and they now have to manage over 100 subcontractors on many different types of contract. This is an area where Applecross found that software has helped improve operational control and reduce time in processing and managing subcontractor payments.

The £14m Scottish developer has been a long term customer of Ramesys having used

the legacy accounting software Micabuild for 11 years. More recently they decided to migrate to a more modern contract accounting solution to take advantage of advanced reporting and the latest in technology developments.

Derek Adam, Financial Controller picks up the story "We have been very pleased with the Micabuild software over the years and were very comfortable with Ramesys as a specialist industry supplier. When it came to

ramesys

Fact file

Applecross Developments

Sector House Builder

Founded 1979

Employees 48

Turnover £14 million

Solution used AXIM

About Ramesys

Ramesys is a market leader within Construction, providing IT solutions to over 2000 companies including 40% of the top 100 contractors, 14 of the top 50 AEC consultants and many hundreds of small and medium sized businesses. With over 30 years' experience, we offer a complete portfolio of software solutions to help construction and contracting companies manage their operations.

“We found the system easy to use and setting up subcontractors' contracts was simple and quick. We now have over 100 subcontractors set up on the system. All the proposed payments are sent to accounts to be processed and AXIM handles all the CIS certificates seamlessly”

the time to move forward to a more modern software solution for the business we did review a number of alternatives but we felt that the AXIM product was the best solution and staying with Ramesys made a lot of sense.”

A solution to subcontractor management

Applecross purchased a 10-user AXIM solution and also selected the procurement suite for further benefits in purchasing management. AXIM helps manage the 6 developments each year for the business and gives Derek and his team the visibility of performance against budget on each development. Most importantly AXIM helps manage the whole payment and certification process for over 100 different subcontractors.

Payments are processed either monthly or twice monthly. All valuation claims are processed through the sub-contract ledger in AXIM, which also manages all retentions and discounts.

Derek states “We found the system easy to use and setting up subcontractors' contracts was simple and quick. We now have over 100 subcontractors set up on the system. All the proposed payments are sent to accounts to be processed and AXIM handles all the CIS certificates seamlessly.”

Another added complexity is that many subcontractors have multiple trades and will be working on several Applecross contracts at the same time. AXIM collates all the proposed payments and produces just one payment. This has resulted in a huge time saving as the team used to carry out this task manually. All the calculations are now done automatically and AXIM posts everything into the Nominal Ledger.

Mr Adam continued “When we are resolving final account issues, the reporting in AXIM allows us to print out a list of all transactions for a particular subcontractor. We can then send the list to the subcontractor concerned so that they can compare what they believe they should have been paid to what they were actually paid on the contract. The report can be produced as PDF so that it cannot be altered.”

Access to a history on contracts

An added benefit of migrating to a new Ramesys solution has been the ability to retain historical data on all contracts from within the Micabuild system.

Derek comments “The data conversion from Micabuild to AXIM went very smoothly. We already had a considerable database of jobs on Micabuild which included a lot of historical data that we did not want to lose. This was all transferred over to AXIM meaning we can now check on and analyse jobs that had been completed prior to us installing AXIM.”

In conclusion, Derek added “We have found AXIM an easy system to use. We are looking at a period of expansion over the next 3-4 years and are confident that AXIM will still be able to accommodate our needs during this period and beyond. We have taken advantage of the expert training from Ramesys and we have found it invaluable. Anybody installing a new system needs to take up as much training as possible in order to get the best out of it. As Applecross Developments have developed a reputation for good quality, we expect the same quality from our suppliers and with Ramesys, we get it.”

Ramesys Glaisdale Drive East Nottingham NG8 4GU **Tel 0800 052 4224** www.ramesys.com

