

Business Central empowers efficiency for **Versatile Solutions Group**



 **Xperience**


VERSATILE
ELECTRICAL SOLUTIONS



Client: Versatile Solutions Group

Contact: Anthony McCabe,
Director

Industry: Electrical

Solutions: Business Central

Versatile Solutions Group, a leading contractor in the electrical, mechanical and renewables industry based in Chapelhall, Scotland, has experienced remarkable growth in recent years. However, this growth has brought about fresh challenges, notably in efficiently and accurately managing a rising volume of data scattered across disparate databases.

"We needed a system that would give us the information in real-time. Business Central was the solution that was going to fit our needs. It's scalable, which meant we could have all our information in one place. "

Anthony McCabe, Director



Business Central helps Versatile Solutions Group keep their data up to date

With different systems for financial management, Xero Accounting Software and Excel, they couldn't access accurate and real-time insights. To address these limitations, Versatile Solutions Group knew they needed a scalable and integrated solution that could consolidate all their data in real-time.

The lack of integration and real-time information hampered their ability to track contracts, monitor profits and losses, and efficiently manage payments for labour and supplies. After the initial scoping carried out by Xperience, it became clear that Business Central with Xperience's bespoke Contracts 365 module was the solution that would overcome these obstacles as it offered a centralised platform with scalability to support their growth.

Versatile Solutions Group wanted an out-of-the-box solution without the need for extensive customisation or add-ons.

Anthony McCabe, Director, said, 'We needed a system that would give us the information in real-time. Business Central was the solution that was going to fit our needs. It's scalable, which meant we could have all our information in one place.

So, while other solutions were looked at, for example, using an add-on for Xero, unfortunately, they just didn't give us what we needed. It was very quickly decided that Business Central was the way to go. A Business Development grant from the Council also gave us the flexibility to choose the correct solution for what we needed now and to enable growth.'

Choosing the right partner with the right experience

Xperience was chosen as the implementation partner as a result of endorsements of both their industry knowledge and the project delivery team; Versatile Solutions Group's trust in their ability to deliver what was needed made them the clear choice. Once the scoping phase was completed, the implementation process began with the setup and configuration of the production environment. Users were granted access and permissions based on their roles, and training was provided.

"Despite a tight deadline for implementation, Xperience provided invaluable support during the data migration and testing phase, ensuring a smooth transition. Having now transitioned from the project team to the Help Desk, Xperience continues to provide dependable support. The team quickly addresses any issues that arise, resulting in uninterrupted operations for us." – Anthony McCabe.



Business Central unleashes Versatile Solutions Group's potential, skyrocketing efficiency and revenue to new heights

Since the successful implementation of Business Central, Versatile Solutions Group has experienced several significant benefits. The first of these was an increase in efficiency. With all their data centralised in Business Central, employees can access the information they need in real-time, taking away the need to consult multiple databases. This streamlined approach has improved collaboration and decision-making, resulting in increased overall efficiency and productivity.

Integrating financial data within Business Central has empowered the finance team to make use of accounting capabilities allowing them to accurately track project costs, including labour expenses, materials, and subcontractor costs. This real-time visibility allows for better project cost management and profitability analysis. Efficient management of accounts payable and receivable has led to timely payments and improved cash flow management. The combination of improved efficiency and better financial management in Business Central has resulted in an increase in revenue for Versatile Solutions Group.

Conclusion

By embracing Business Central with Contracts 365, Versatile Solutions Group has successfully streamlined their operations and positioned themselves for sustained growth. The comprehensive and integrated solution has empowered them to manage their data efficiently, track contracts, and monitor profits and losses in real time.

The collaboration with Xperience, based on a foundation of trust and experience, has proven crucial in achieving the desired outcomes. Versatile Solutions Group is now well-equipped to navigate future challenges, capitalise on growth opportunities, and maintain their position as a market leader in the electrical, mechanical and renewables industry.

The success of this transformation serves as a testament to the power of integrated business solutions and the importance of selecting the right technology partner for implementing such transformative projects.





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**Anthony McCabe,
Director, Versatile Electrical Solutions**





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