

# Dream keeps pace with rapid growth at Trustmarque



## Transaction handling

## Analysis tools

## Smarter processes

## Expert services

Trustmarque Solutions can boast rapid growth. In fact, it has grown by up to 20% year on year for the past seven years taking it to a £160 million turnover business. In line with this, the company has had to manage a lot of change, and has been very successful at streamlining and focusing the business to improve efficiency. Seven years on, following a takeover by the Bank of Scotland, the company operates on a much larger scale and with fewer employees. Its systems strategy lies at the heart of these efficiencies.

Established for 20 years, Trustmarque Solutions is one of the UK's largest software licensing experts. It has developed a close working relationship and specialist accreditations from all major software manufacturers and can negotiate the best deals from over 350 leading software companies.

"The business has been very bullish about focusing on its expertise in software licensing since the takeover in 2001," explained Mark Godliman, Director of IT at Trustmarque Solutions. "We have built significant market share and focus on large volume IT projects where we can really add value. It was at this time of rapid growth that we realised that most of our own business systems were starting to creak under the strain we were putting on them. The sales, purchasing and CRM systems all needed replacing which was quite a task."

Trustmarque had already implemented CODA's Dream finance software and knew that it had enough scalability and flexibility built in to more than manage the new transaction volumes. The company was also confident that Dream's integration capabilities meant it would sit easily with the new systems and would even help speed the project to completion.

"Dream includes built in web services," continued Mr. Godliman. "We knew that DreamTalk, the integration tool, would make it simpler to integrate the new systems with the finance system. It was certainly a complex replacement project, but this made it simpler to get the systems up and running. And we felt that it would minimise the risks involved with introducing new systems."

Transaction data from other systems can be easily imported. Whenever information is brought in, it is checked for integrity before any updating of the system occurs. The same automated interface can also handle bulk input during the initial set-up of the system, avoiding hours of re-keying and validation. Incompatible systems can be a real barrier to closer links with partners and customers. XML provides a neat solution by enabling systems to talk to each other, accurately and consistently, regardless of compatibility.

Dream has embedded support for XML throughout the system, enabling transparent transaction flows, improved turnaround time, reduced costs and better data consistency, by decreasing the amount of manual data entry required.

Mr. Godliman also highlighted the importance of having a Microsoft based finance system. "We have a very strong relationship with Microsoft given the business we're in and therefore we have a predominantly Microsoft IT policy internally. Dream is Windows based and uses the latest SQL Server 2005 technology. This means that our finance team can achieve additional efficiencies by using the built in Microsoft Reporting Services tools contained in the database in conjunction with our finance system. And, because it is built using the latest technology, it future-proofs the software and provides additional functionality for users. We are confident it can cope easily with further growth."

Dream has helped enable growth at Trustmarque by driving an informed approach to decision making. Its 12 strong finance team have user-defined accounting that has helped them to react rapidly to change, to match and keep pace with the business as it has developed.

"Dream has delivered value for money at Trustmarque," concludes Mr. Godliman. "It will work with any system we choose to replace or introduce and includes all the features the finance team could possibly require in the future."

## About CODA

**CODA is the choice for finance professionals who need business software and services they can count on.**

We provide award-winning solutions that help organizations to streamline and automate their finance processes (from accounting and procurement to reporting and analysis) and to achieve better compliance and corporate governance. CODA applications work seamlessly with each other or independently and they integrate with other leading operational systems to maximize the return on your broader IT investment too. And our products are all underpinned by expert consultancy, training and support services, delivered by teams of experienced accountants, business analysts and technology specialists.

Founded in the UK in 1979, the CODA Group now employs around 600 and has offices around the world to deliver easy, local access to sales, service and support. Around 2600 medium and large organizations, across all sectors, use CODA solutions to control costs, drive performance and ensure compliance, while remaining agile and responsive.

CODA is part of Unit 4 Agresso NV. Headquartered in the Netherlands, the group provides business software solutions to its customers internationally.