



ELITE
BUSINESS SERVICES LTD

Bordon Hill *Nurseries*

“ We are extremely happy with Elite and Access Dimensions and can see them supporting our business for many years to come ”

Andrea Kingston

Accounts Manager Bordon Hill Nurseries Ltd

Case Study - Bordon Hill Nurseries Ltd

Growing with Access Dimensions

company profile

Industry

Horticulture, growing and distributing plant cuttings to trade customers

About Bordon Hill Nurseries

Bordon Hill Nurseries produces over 230 million ornamental plants annually for sale all over the United Kingdom and Eire.

Specialising in producing plug plants from seed and cuttings for the commercial trade, at certain times of the year they also produce finished plants, such as Poinsettia and Cyclamen, for Garden Centres, Supermarkets and DIY stores.

Bordon Hill Nurseries has four UK sites where they use the latest technology to ensure the consistency and quality of their products.

Turnover

Access Dimensions

Number of Employees

100 permanent up to 200 casual

Solution

Access Dimensions

Number of Users

5

Key Modules

- Accounts Bundle
- Costing/Project Management
- EC-SSD/Intrastat
- Executive Desktop Business Intelligence
- Microsoft Office Integration
- POP
- Price Matrix
- Purchase Control
- SDK Enabler
- SOP & Invoicing
- Stock Control
- Sub Analysis/Multi Locations
- Transaction Broker
- Two Currency Option
- Payroll

For further information about Bordon Hill Nurseries please visit their website: www.bordonhill.com



Why a change was needed

Bordon Hill Nurseries pride themselves on their modern and technological approach to growing seedlings and plants for sale to their commercial partners. Their strong focus on IT had led to the development of a bespoke production system that supported them excellently from a production point of view but didn't provide the accounting and financials functionality needed. Andrea Kingston Accounts Manager for Bordon Hill Nurseries explains "at the time we were using Sage Line 100 and a MS Access Database. This offered us very little in the way of reporting, virtually no stock management and had no potential to be integrated with our production system."

By 2005 it became evident that the production system would need to move to SQL server to gain reliability and stability, this gave Bordon Hill Nurseries the opportunity to re-assess their business requirements and they started to look for accounting solutions that could better support them.

Choosing a System

Bordon Hill Nurseries first came across Access Dimensions during a visit to Softworld in 2005. Andrea Kingston explains, "at that point we were only really looking for a purchase order processing and project costing solution, when we came across Dimensions we realised that we could have the functionality we were looking for plus a full accounting solution in one integrated product."

Bordon Hill Nurseries then looked further at the solutions available including Sage MMS, Kingston continues, "We felt that Sage MMS was a very sophisticated product but in the end we were swayed by the superior reporting capabilities and user-friendliness of Access Dimensions."

Access Dimensions is supplied through a network of independent specialist centres and the team at Bordon Hill Nurseries spoke to three dealers before settling on Coventry based Elite Business Services. Kingston Says, "Elite Business Services proved to be the best Access Dealer for us, we really liked the way they communicated with us, their location means that they are always on-hand should issues arise, they also competed very well on price, which always helps!"

Dimensions Implementation

Elite Business Services implemented Access Dimensions for Bordon Hill Nurseries using their unique nine-step implementation plan that takes customers from initial contact through implementation and on to on-going support for the full life-cycle of their chosen solution. Kingston reports, "the implementation went very smoothly, at Bordon Hill Nurseries we

have IT staff with a high level of expertise, Elite's consultants worked very well with them completing the implementation on budget and in a timely manner. We were particularly impressed with the training our accounting staff received; Elite's training consultant understood their issues and was very patient, we're now happy confident users."

Reaping the benefits

One of the challenges that had faced Bordon Hill Nurseries was the lack of integration between their accounting solution and their bespoke production system. Because both the production system and Access Dimensions are SQL server products Elite was able to tightly integrate the two solutions. Says Kingston, "this integration has meant that we have eliminated the re-keying that had been required, particularly where sales invoices are concerned, the integration has also meant that system information has gained integrity by becoming accountable."

As Bordon Hill Nurseries operations are based over four sites purchase order entry was a manual system, in fact the whole system for purchasing was manual and gave little visibility on purchasing activity and no traceability on raw materials or purchased stock. The SQL nature of Dimensions meant that it could be rolled out to the satellite sites very easily Kingston says, "we can now see what is being bought by all of our staff and what happens when it has been bought: this has given us much tighter controls on spending. We are able to make sure purchases are not duplicated and we can consolidate purchase orders to gain better terms with our suppliers."

Reporting had been another major issue for Bordon Hill Nurseries, their previous solution had to pull information into excel spreadsheets which offered no drill down capability, the information was static and was therefore out of date as soon as it had been extracted, this made it particularly difficult to get accurate WIP or stock analysis. Kingston adds, "Access Dimensions offers us unrivalled reporting capabilities, we can give our Managers the reporting they need through the executive desktop functionality and the excellent two way integration between Dimensions and Microsoft Office means that we can view information in a variety of ways and drill down into that information to get as much detail as we need and the information is always current."

Bordon Hill Nurseries have been running Access Dimensions since 2005 and are finding more ways in which it can help their business Kingston says "we are extremely happy with Elite and Access Dimensions and can see them supporting our business for many years to come."