

## IJ McGill

### Sage 50 to Sage 200 Migration Case Study by AlphaLogix



#### **Background**

Established in 1979 by Ian McGill as an owner operator, the company has steadily progressed through the ups and downs of varying economic climates to become the successful transport, storage, pallet distribution and networking company that it is today. The company currently employs around a hundred people at its Keynsham, Bristol depot and operates a fleet now comprising over 40 vehicles from 3.5 to 44 tonnes with fully computerised POD and tracking.

IJ McGill provide innovative, flexible and dependable solutions to their freight handling and transport logistics requirements. The philosophy of offering the best quality service at the most cost effective prices has led to the retention of clients and has contributed to their continued growth and success in the road haulage and regional freight distribution industry.

The company currently receive daily cargo for Europe including Scandinavia, Benelux, Germany, France, Spain and Italy on a groupage and full load basis and also operate a direct daily transport service to Ireland.

There are four companies in the group dealing in Transport/Logistics, Contract Fleet and Property, so consolidation of accounts is important for the company.

#### **Reasons for Migrating to Sage 200**

When Alphalogix first made contact with IJ McGill they were using Sage 50 Accounts Professional with 5 concurrent users, which was exhibiting some unreliability and instability. The system had a high number of transactions and corruption of the Sage 50 data was often an issue. This meant that the data had to be restored from backup or returned to Sage for recovery.

The system was performing slowly and it was clear that the IJ McGill would need to migrate to a more robust platform with better stability. As there was a desire to link with a third party Transport System, an accounts product that could integrate with other applications was essential. The open nature of Sage 200 and AlphaLogix expertise with Sage 200 integration ideally was suited to this requirement.

## **Benefits of Migrating to Sage 200**

There were a number of operational areas within Sage 50 that I J McGill were having issues with, in particular in the credit control and suggested payments areas. The correction of errors was un-audited, so a formal procedure had to be enforced by the system for journaling and crediting mistakes as is available in Sage 200.

In addition to the problems outlined above, the company had expanded and had outgrown the functionality of Sage 50. With multiple companies within the group with very different functions and accounting requirements, there was a need for more sophisticated reporting and structure than previously available in Sage 50. Also an important factor was BACS payment flexibility that was not available in Sage 50 at the time.

Flexibility was required for financial periods and the control of length of accounting period, including the ability to open/close/re-open a period. The management required a deeper understanding of customer transactions to spot trends with the client base which was accessible with the drill down facility of Sage 200.

As a logistics company, multi-location stock is a requirement that was not available in Sage 50, so the added features of Sage 200 would be of benefit.

Upon placing the order with AlphaLogix, MD Ian McGill commented "I choose AlphaLogix on the basis that they listened and understood our needs and were a company that we thought could deliver this very important project".

## **Migration**

A series of meetings were held between IJ McGill and AlphaLogix to determine the installation, migration and implementation of Sage 200. Details were established with the accounts department to discuss the roles and existing processes. At the end of the meetings we were able to formulate an installation, configuration and training plan, which was agreed with the client

A backup of IJ McGill's Sage 50 was taken to analyse its integrity and to perform a test migration to Sage 200 at AlphaLogix premises to determine if there were likely to be any issues. In advance of Go-Live we performed product training with the relevant staff which was related to their job function so they would be well prepared to use the system in the live environment.

Ian McGill commented that "Already I am getting invaluable information out of the system regarding optimum costing models that will continue to give the company a competitive edge."

## **Future Development**

Items that will be considered in the future will be implementation of the CRM element of Sage 200, Business Intelligence and the AlphaTel telephone screen popping and logging application developed by AlphaLogix that links with Sage 200 CRM.