

J Harries Refrigeration

Sage 50 to Sage 200 Migration Case Study by AlphaLogix Ltd



Background

J. Harries Refrigeration is a family business which has been established for over 50 years, originally based in Maenclochog, Pembrokeshire they have now expanded to nearby Cardigan. In that time, J. Harries have established a reputation based upon quality of service and customer satisfaction which is second to none.

The company specialise in the sale of a wide range of branded refrigeration and electrical goods from freezers and washing machines to TV's, vacuum cleaners and smaller goods for residential and commercial use and currently have approximately 11000 different stock items. J. Harries have grown from a family business to one which now employs 17 staff and has a turnover in the region of £1.5M.

Reasons for Migrating from Sage 50 to Sage 200

This rapidly expanding company contacted Alphalogix in March 2006 for information on Sage 200. They were beginning to outgrow Sage 50; their accounts system was nearing its limit of transactions and the number of users which is currently 14. J. Harries also appreciated that they required a more sophisticated stock control system with multiple locations that would deal with their requirement for using serial numbered items, so they could fully trace their incoming and outgoing white goods.

J. Harries also wanted to incorporate the use of EPOS tills for their growing account and cash sales customers and also liked the idea that Sage 200 could be developed to adapt to their bar-coding and other stock requirements.

Benefits of Migrating to Sage 200

The use of serial numbers on the white goods has proven to be a success as J Harries can now trace which particular item has been sold to each customer. They have a wide range of suppliers so returns can be traced back to the supplier by the serial number.

The staff at J. Harries particularly like the standard functionality of creating Trade Orders in Sage 200 and the integration of EPOS tills has saved them unnecessary work. This has proved to be very beneficial to the company as many of their customers are cash sale

customers and the new system allocates, despatches and invoices in one transaction whereas with the full order entry they would need to manually allocate, despatch and print an invoice. Alphalogix have staff that are fully accredited for Sage POS so they are able to deal with all till support that may arise.

The ability to close down monthly accounting periods has given more accurate reporting and the range of profitability reports within sales orders have helped J. Harries to track their daily sales figures. Many standard reports have been amended and new reports created by the Alphalogix support and development team give staff at J. Harries the exact information needed to help with their business reporting requirements.

J. Harries also required the functionality to be able to use their own and supplier barcodes on each item. The development team at Alphalogix were able to create a bar-coding tab against the stock item that would allow for multiple barcodes, with the facility to enter this barcode into a sales order and find the relevant product for that barcode.

'Going from Sage 50 to Sage 200 has been extremely useful for tracking our white goods and reporting requirements and Alphalogix as our business partner have been professional and efficient in dealing with our needs and issues from the start of the project and continue to do so when required. The development work created by Alphalogix has proved to be extremely helpful in the day to day running of our business.'

Dylan Harries, Director, J. Harries