

## OUTSOURCED ACCOUNTING SERVICE PROVIDER IMPLEMENTS HANSAWORLD TO OFFER ASP MODEL TO CUSTOMERS

Date: Outsourced accounting service provider, The Finance Function Ltd, has invested in the region of £20,000 with reseller, ABS Limited, for HansaWorld – a fully integrated financial accounting, logistics and business management system from Hansa Business Solutions.

The Finance Function specialises in providing cost-effective business support to growing companies, by managing non-core business activities such as finance. In order to facilitate the delivery of these outsourced services, The Finance Function is using HansaWorld software to manage financial processes such as invoicing, credit control, management accounts, reporting, VAT, and other accounting services on behalf of its clients.

The Finance Function has deployed HansaWorld software over a Wide Area Network which enables it to offer a 'hosted' ASP service. This means that clients can have user defined access to the HansaWorld system in order to input accounts information, whilst overall control of the accounts function is still managed by The Finance Function.

Rob Churchward, Managing Director of The Finance Function, explains, "We chose HansaWorld because it is a very flexible, cost-effective and easy-to-use system that enables us to manage a variety of inter-related functions on behalf of our clients, from accounting to logistics and stock management, all within one single database and application. This broad functionality within HansaWorld is key in allowing us to offer a comprehensive outsourced service to our clients."

He continues, "We were very impressed with the Wide Area Networking capabilities of the HansaWorld system, which means that we can now offer our clients a fast, secure, and reliable hosted service, giving them direct access to the HansaWorld system within a user controlled environment. This speeds up data entry and helps to eliminate duplication of work, meaning that the invoicing and cash-collection process is far more streamlined."

By outsourcing accounting services to The Finance Function, clients are realising considerable time savings. He continues, "One of our clients previously had one member of staff spending 80% of their time managing the finance and admin function in the business when their main role was actually in sales and merchandising. Using the HansaWorld system, we can now take this pain away from our clients, so that staff can stay focused on their core responsibilities with the knowledge that finance is being managed in the background."

Churchward expects the deployment of an ASP model to be of interest to other clients moving forward. He says, "Now that HansaWorld is implemented we have a tried and tested infrastructure in place and it is therefore a lot easier to speak to potential clients about an ASP service. We are able to clearly demonstrate the benefits of an ASP model, such as time and cost savings, and faster working processes, which some of our other clients have already achieved."