

Case study

Celaton

Accountancy firm
automates the

Accounts Payable

process for its clients

Connolly Accountants

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Accountancy firms are not usually known for their leading edge technology but for one firm it's the readiness to embrace IT that is providing it with a real competitive edge.

Serving over 900 clients from offices around Milton Keynes, Connolly Accountants provide the usual accountancy services including audit, business advice, tax advice and planning. But unlike many accountancy practices, they recognise the added value that IT can make to both their own business and to their clients.

Declan Connolly, Managing Partner, explains: "I have been running this business for 6 years and before that I spent 26 years in transport and logistics. In that industry there isn't a day goes by when you aren't thinking about how technology can make you a better business. Since I started Connolly Accountants I've put in place that same approach and rigour."

One of the company's early initiatives was to put in place an on-line accountancy system, which was developed for them by local firm Web Office Systems: "We market it as 1ne, and is available through the cloud for all of our clients."

The Challenge

However, there was one area of the business that had yet to be improved by technology: "Part of our service is to handle our client's invoices, both accounts payable and accounts receivable. They would come in to us by post or by hand, we then used to manually check and enter them into the clients accounting system and store them somewhere or send them back to the client."

When we consider that Connolly Accountants can handle over 40,000 invoices or receipts for their clients then this gives some idea of the enormity of the task involved: "We had at least 4 people who were dedicated to doing this. It was hugely labour intensive. You also have to remember that these invoices can come in all shapes and sizes from standard invoices right down to those odd shaped till receipts you get from retailers."



However, it had never even occurred to Declan and his team that there was a ready solution until he became aware of Celaton: “I bumped into these guys and within 5 minutes of hearing what they had to say I knew I wanted their solution.”

The Solution

The solution described by Declan is Celaton’s inSTREAM™ which automates the critical inbound information streams that flow into and through organisations every day, transforming the way that post, paper, email, fax, mobile and electronic data streams are processed. The added benefit is that it is seamlessly integrated with the 1ne system.

The Results

The system has only been in place a few weeks but already the benefits are obvious: “It massively reduces the amount of time spent on handling the invoices. They are now immediately scanned, automatically identified, key data extracted and electronically filed, saving hours of time that it took to do manually. Having accurately filed the information electronically also means that we don’t waste hours of time trying to find invoices. Clients often used to phone us to check on the status or whereabouts of an invoice because either they are being chased or they are doing the chasing, and now we are able to find it and respond immediately. We just have to look in the purchase ledger, click on that invoice in 1ne, and then that takes you to the invoice in inSTREAM™”.

But the main benefit for Declan’s team is that the clients have the same level of access to the invoices: “they can now see what we can see.” He explains: “Our 1ne system is cloud based which means that our clients can access their own accounts at any given time. The beauty of Celaton’s inSTREAM™ is that, like 1ne, it is also cloud based and this means that we now have two clouds in the sky that are seamlessly integrated with each other. So, not only can our clients see their own accounts they can also see their invoices and can link one to the other. This gives them a great sense of comfort and security knowing that they can access their information when they want to, from anywhere in the world from almost any device.”



*inSTREAM
does it 300 x
faster!*

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Declan Connolly
Managing Partner
Connolly Accountants

It has also saved on space and the logistical headache of having to return the invoices to the clients: “We either stored them for clients or sent them back. Now we can just shred and recycle them. We back them up on our system 5 times a day so they are more secure than they ever were.”

So, how has this impacted on their clients: “They absolutely love it,” says Declan: “They are delighted; the access they get to the system gives them a greater sense of security, and the knowledge that they can, at any time, check on an invoice.”

For Connolly Accountants, knowing that they have happier clients is critical but there are other benefits: “It saves us the time taken to file them on arrival and then find them when clients want them. For that alone, what used to take 2 minutes now takes a third of a second. And it also means that the people filing the invoices can now spend their time on more productive aspects of the work.”

The final word

The final word goes to Declan "Fundamentally it means that the company can scale to handle more clients. In the first week we won 3 new clients alone and the Celaton system made a big difference. These companies just hadn't seen anything like it before. They just aren't used to seeing accountancy and tax firms embrace technology in this way. Most companies are now aware of the role that technology through the cloud can play and they want more of it. Well, we are showing the way thanks to Celaton and we are very proud of that."

For more information click on the links below

Connolly Accountants www.connolly.co
Web Office Systems www.fusemetrix.com

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