



Customer Solution

ACT! Case Study

The house that ACT! built...

“Without ACT! more admin staff would have been needed increasing cost and risk. Without ACT! it never would have happened”.

Mark Edwards, Managing Director of Get Ahead Promotions

For further information

- Call **0800 33 66 33**
- Visit www.sage.co.uk/act
- Take a TestDrive at www.sage.co.uk/acttestdrive

Mark Edwards, originally Managing Director of Get Ahead Promotions, now an eco heating public speaker / advisor, used Sage ACT! to help him manage a truly unique project – building his own eco-friendly home.

The problem:

Mark wanted to keep warm in winter. Fuel bills are on the increase and he wanted to make the heating more efficient. Mark chose a radical solution – build a new home that was low cost and eco friendly. Mark called Grand Designs, went to Germany to meet a developer who designs and installs homes/offices for Lufthansa and Mercedes and began his house-building project.

How Sage ACT! helped:

Sage ACT! enabled Mark to have complete control over the collection of suppliers and contacts that helped him build his eco-friendly house.

Sage ACT! enabled Mark to manage 927 points of contact from an initial idea, a trip to Germany, business planning, the what if's, the reporting, seeking additional funding and the taking responsibility.

Mark used ACT! to arrange meetings and trade show visits across Europe, and link every new product, piece of information and contact to each step of his project. He used Sage ACT! to schedule and track activity, review proposals, make decisions and build better relationships.

Managing contractors, providing training and expecting results meant ACT! was invaluable. Mark also found using Sage ACT! Connect really useful whilst out and about. “Using my mobile enabled me to make the right calls, easier than setting up a laptop and better as I felt like a man of the times, the improvements in ACT! were truly beneficial”.

Mark's house is now complete. To view more pictures of Mark's project, they can be viewed here.

