

# Sage 50 Accounts Plus Illuminates accounting for Global Lighting Solutions



## The road to success

Global Lighting Solutions Ltd. provides cable, lighting column and signage installation services on roads across the UK. The business was formed in December 2005 by Ian Greenway and Paul Eccles, who previously worked together at Alfred McAlpine, the major road builder, for over 10 years.

The company is fully registered with the Highways Electrical Association and works on a sub-contracted basis through larger highways suppliers. With a total of five staff, including company secretary Jane Greenway, Global Lighting Solutions prides itself on providing a high quality, expert service. It also has a fleet of specialist plant and machinery, which enables it to respond quickly to jobs, without the need to outsource to other suppliers.

With a reliance on Government budgets, the highways industry was inevitably affected by the cuts of recent years, with many road projects postponed or cancelled as a result. However, Global Lighting Solutions has started to see the market turn a corner, as Jane Greenway, Company Secretary, explains:

“Around 2009 and 2010, the market was unpredictable and we were seeing rates going down rather than up. However, we can now see confidence returning to the sector, with jobs booked up to six months in advance. This enables us to plan for the future more effectively.”

## Customer

Global Lighting Solutions

## Industry

Construction

## Location

Hoghton, near Preston in Lancashire

## Number of locations

One

## System

Sage 50 Accounts Plus

## Challenge

- No prior accounting experience
- Need for a solution that is simple and easy-to-use
- Free-up time for core business tasks

## Solution

With no prior finance and accounting experience, Global Lighting Solutions needed a software solution that would guide it through the required monthly processes and help save time that could be focused on other business critical activities.

## Results

From being an accounts novice the company secretary can now complete the accounting tasks with ease. The system is very straightforward, and the layouts and processes have given a greater understanding of how the accounts work, why certain tasks need to be completed by certain deadlines and the results the secretary needs to achieve. The software is self-explanatory and means every process runs smoothly, from invoicing customers and suppliers to year-end accounts.

*“I would have no hesitation in recommending Sage to anyone who like me has had no previous experience working with accounting systems.”*

Jane Greenway, Company Secretary

## Building accounting confidence

With no prior experience of managing accounts, Global Lighting Solutions were keen to find a system that would ensure this part of the business would run as smoothly and efficiently as possible. Sage was the obvious choice, as Jane explains:

"I was advised by an accountant that Sage would be perfect for our needs. I wanted a system that would guide me through the process in baby-steps, enabling me to get to grips with the accounts and payroll processes at my own pace. We didn't consider any other systems as we were confident from day one that Sage was the right choice."

Global Lighting Solutions opted for Sage 50 Accounts Plus, which is designed for small and medium-sized businesses. Jane says they haven't looked back since:

"The system is fool-proof. It enabled me to quickly learn all the monthly processes, without making any mistakes. It is self-explanatory and means every process runs smoothly, from invoicing customers and suppliers to year-end accounts."

Jane has also found that using Sage gives her the time and space to focus on the other aspects of her job, including managing the bi-annual auditing process required by the Highways Agency.

"The role of Company Secretary is quite varied," she comments. "Despite being a small company, a lot of my time is spent ensuring that we are compliant in terms of quality, health and safety and environmental issues. I ensure that staff training and records are maintained and that all the plant is certified at all times. To do this successfully I need to use my time wisely and the Sage payroll and accounts software enables me to do this."

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Jane Greenway, Company Secretary

## Paving the way for the future

With business looking up, Global Lighting Solutions is considering potential expansion plans for the coming years. It can do this safe in the knowledge that Sage can support the business as it grows and develops.

"From the early days of being an accounts novice, I can now perform my accounting tasks with ease," says Jane. "Not only are the systems very straightforward, the layouts and processes that I go through have given me a greater understanding of how the accounts work, why I need to do certain tasks and the results I need to achieve."

"I would have no hesitation in recommending Sage to anyone who like me has had no previous experience working with accounting systems," she concludes.

## About Sage

When it comes to business software and services, you need to choose a name that you can trust. For over 30 years we've been helping small businesses improve the way they work, not only with our market-leading software but with expertise and personalised advice. Our Accounts and Payroll software will help save you time managing your finances, people and customers. Over 800,000 businesses in the UK trust us to help them run their business. So whether you're planning, starting out or up and running you can rely on us to always be there to offer easy to use software and award-winning support.

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