

CASE STUDY

CASTLE DELIVERS HEAVYWEIGHT FINANCIAL MANAGEMENT FOR POWERHOUSE

Powerhouse is one of the UK's leading suppliers of top quality exercise equipment and fitness products. Since it was founded in 1980, the company has grown successfully into three areas of business operations: retail sales, commercial sales and technical services.

The Retail Sales division is a rapidly expanding "bricks and clicks" operation that combines a network of seven stores with direct sales over the Internet. The Commercial Sales division supplies fitness equipment to the commercial fitness industry and the Technical Services division offers a comprehensive support service for customers.

As Powerhouse has expanded and incorporated new channels to market, the company recognised that the existing Sage Line 50 system could not deliver the necessary level of financial reporting and functionality. Castle was appointed to implement Exchequer from Iris Enterprise Software, ensuring the minimum disruption to the company's day-to-day business.

Exchequer is one of the most proven, robust financial management systems available today and is a 2005 & 2006 Financial Software Provider of the Year winner at the Real Finance/CBI FDs' Excellence Awards and has won more consecutive "best mid-range accounting software" awards than any of its rivals.

Using their unique PQIS Implementation Plan, Castle installed Exchequer, including its e-business model that integrates fully with online sales and reconciliation. The system integrates fully across all of Powerhouse's areas of operations and allows a level of functionality and reporting that was previously unavailable to the company.

Nigel Webster, Director at Powerhouse comments:

"We were impressed with the way that Castle approached our needs and their commitment to working with us to realistic deadlines and budgets. The existing system simply could not deliver the necessary level of reporting and functionality that we will enjoy with Exchequer. Castle's approach has been diligent through every step of the process, from initial pre-sales meetings through to sale and implementation."

Alan Quinn, Managing Director at Castle Computer Services added:

"We have delivered a fully integrated solution for Powerhouse that will meet all of the company's needs, delivering detailed financial management functionality, as its successful growth continues."

20 Finance and Operational Users

7 Retail Branches Nationwide

Integrated Internet Sales

Sales Order & Purchase Order Management

Integrated Stock Management

Contact us

For more information please contact Castle Computer Services on 0845 230 1314 or email info@castle-cs.com

