



20 years of success!

Issue 1 : 2018

What To Expect:

Happy Birthday to us!
Longest-standing employees
Supplier Testimonials
Solutions' Showcase 2018
Sponsorship
Client Testimonials

Happy Birthday to us!

23rd January 1998 was the day it all began, the birth of Solutions for Accounting.

Computers were colossal, 'Apple' most commonly referred to fruit and our dress sense and hair styles were questionable! A lot has changed in 20 years, we are now in a technological age that would have blown our minds in the 90s.

20 years ago, imagine someone telling you that your mobile phone would also be a miniature computer on which you could access your banking, connect with people all over the world and even book a holiday, without having to physically speak to anyone! Technology is evolving at a rapid speed, be this phones and tablets, virtual reality or cars. Everything is becoming quicker, easier and more frequently a part of our everyday lives. As a society, we are reliant on technology.

This is the same in business. You no longer need to be in the office to access your company documents, gain an overview of your own or a customer's accounts or view previous communications. Even the definition of an office is starting to change! Now your office can be anywhere – your local coffee shop, the train...anywhere with an internet connection.

Our 20th birthday is a huge cause for celebration at Solutions, we have come a long way. On 23rd January 1998, we started off with just one employee. Now we have a loyal team of 45 and are still on the hunt for more talent to add to our rapidly-expanding team.

Hitting our birthday milestone is not the only cause for celebration however. When you have been in business for as long as we have, strong relationships are imperative and enable us to have the vast support network that we have today. Our incredibly loyal base of customers, suppliers and staff enables Solutions to function in the way it does.

Due to this, we thought the theme 'longevity' was appropriate throughout our birthday newsletter! You will find testimonials from our fantastic customers, staff, suppliers and sponsors and a little insight into a few of the many valued relationships we have built over the years.

We are also thrilled to announce the total raised for Nottingham Children's Hospital - our charity for 2017. After various fundraising activities, we managed to raise a whopping £4,500! We are looking forward to doing it all again this year for our chosen charities: Teenage Cancer Trust and Little Princess Trust.

We have a feeling 2018 is going to be a great year...

Our staff members..



Our staff are incredibly important to us, they are the glue that hold our company together. Their loyalty and dedication is astounding and we would not be the company we are today without them. With one third of our team having worked at Solutions for over 10 years, we must be doing something right...



Iain Barker
Managing Director

"I established Solutions for Accounting on January 23rd 1998. My career started as a Chartered Accountant, with an interest in IT. I decided to explore the IT avenue further, which is how Solutions for Accounting was born.

"Since first established, Solutions has dramatically changed. I started the business with just one employee... me! We have now evolved to multiple offices with 45 people. My intentions have always been to maintain a friendly atmosphere for staff and clients, and I hope I have achieved this.

"Whilst Solutions has a strong growth ambition, it's vital that we don't lose our enjoyable, yet hard-working qualities. No two days are the same, the buzz of the sale keeps the company active. It's impossible to get bored at Solutions, as new challenges arise every day."



Sean Graham
Operations Director

"I started on June 14th 2004 - the day after Beckham missed a penalty and England lost 2-1 to France in the Euros!

"When I started, there were only 11 people and my role was to provide training for Sage 50, Act! and Access Accounts. Since being here, the team has grown significantly, it's more than tripled!

"Unfortunately, the professional football dream didn't work out for me, but football's loss is Solutions' gain! I enjoy the ability to have an influence on the direction the business is going in. I also love meeting new customers and building relationships with them.

"There is still a family mentality at Solutions even though we are a rapidly-growing business, with a friendly nature, staff can feel like they are valued, listened to and supported."



Alison Arnold
CRM Technical Support

"I started working for Solutions on August 28th 2001, five days after passing my motorcycle test! Originally, my role was to maintain the internal IT infrastructure, but after six years this role changed to being more customer-focused. The skills I have developed have been invaluable in helping me to implement, support and customise client systems."

"At Solutions, everyone works as one team, this extends outside the office with social events like trips away and The Great Notts Bike Ride that I participate in annually to raise money for charity."

"There is a great atmosphere where each person is valued – you never feel like a corporate drone."



Mark Hearne
Technical Director

"I started at Solutions in November 1998, as the second employee after Iain. I covered everything from sales through to implementation and support. Over the past five years, I have moved away from implementation to heading up the development team."

"Solutions has changed dramatically since I started. The product range is forever growing and the offices have expanded to accommodate our ever-increasing team."

"I thoroughly enjoy my role as it allows me to utilise my product knowledge, which I have built up over many years. I also enjoy being able to indulge my 'inner nerd' with programming. New challenges arise every day, so you never get bored at Solutions."



Nick Hempshall
Head of Software

"I joined in September 2002. Currently, the team that I oversee is made up of six individuals, enabling each of us to specialise in certain areas of development work."

"I enjoy having a friendly team of dedicated professionals around me and I love creating products that add extra value to our services. Like anyone here at Solutions, I have been able to follow my career ambitions and take on new challenges, which have enabled me to progress within the company."

At Solutions we have an ambitious growth plan, and to help us achieve our goal - we need the right team.

WE ARE HIRING - If you are interested in joining our winning team, please check the careers page on our website.

Supplier Testimonials...

Having a good relationship with our suppliers is imperative to the service we are able to offer our customers, some of which we have worked with for almost 20 years. We wouldn't be able to offer the level of service we do if it wasn't for their loyalty and support.

Read what our suppliers say about working with us...

sage

Alan Laing, Managing Director of Sage UK said *"Solutions are a loyal partner and have been for many years. Their business has grown in line with our ambition to bring businesses into the cloud."*

"Solutions for Accounting and CRM provide an excellent customer experience for our end customers and work seamlessly with us – they have been a valuable partner for 20 years so not only do they know our products very well, but understand the marketplace implicitly too; due to this we have seen Solutions grow and thrive. Our relationship has evolved from an accounting partnership, to one of our key strategic business partners, which we hope continues for many years to come."

"Solutions brings a strong proposition to the software channel, particularly the long tenure of their staff. This provides a wide breadth of knowledge and skills to their customers. Staff at Solutions are highly valued and rewarded for their work, nurturing this talent is something that resonates with what we do at Sage."



codeless
PLATFORMS

Paul Spencer, Marketing Director at Codeless Platforms said *"We have an exceptional relationship with Solutions. Partnerships are built on trust, shared goals and open communication, together we have all three. The team at Solutions for Accounting and CRM is well-equipped and have delivered some outstanding projects to date."*

"Over the years, our relationship with Solutions has migrated from a traditional vendor/reseller to a more collaborative one that contributes to both our commercial and technical strategies. In the technology and software channel, you need to try and stand out – luckily for Solutions, it provides exceptional customer service and expertise within a wide variety of industries."



Robert Ball, MD of Draycir said *"We have a fantastic ongoing relationship with Solutions, it is one of the few Sage Partners that has been born out of an accountancy practice and has grown into a very successful business. It has great depth of knowledge and, like Draycir, is aligned in working across various business sectors, from manufacturing through to schools."*

"Having met all the competencies, Solutions for Accounting was one of our first Sage Partners to receive our 'Engaged Status' Award, taking full advantage of Draycir's training and products. It has continually provided feedback to help guide and shape our solutions and keep us abreast of customers' wants and needs."

"It continues to promote Draycir solutions to SMEs throughout the UK and we enjoy working with the whole team."



Hayley Thompson, Director of Sales at Swiftpage, said *"The relationship between Swiftpage and Solutions is a strong and mutually-respected one, built up over many years. It has gone from strength-to-strength, developing into a trusted partnership."*

"Solutions brings knowledge and years of experience to the software channel and is well-known for having an in-depth understanding of accounting and CRM software, with a proven track record in delivering business management solutions to companies across the UK and beyond."



Melvin Fletcher, Director of Datalinx, said *"We have been working with Solutions for well over 10 years and it was clear from the very start that Solutions is a passionate and enthusiastic business partner which always ensures it puts the customer first. We ensure there is regular contact between the two businesses, which guarantees high standards are maintained and the Solutions/Datalinx customer experience is second to none."*

"Solutions always puts its customers' needs and experiences at the forefront of everything it does; it has been a real pleasure for Datalinx to work with Solutions over the years and watch the business grow."

Solutions' Showcase 2018

We are proud to announce the return of Solutions' Showcase!

Our customer event promises to be bigger and better than ever before, consisting of an all-day exhibition, seminars and workshops. It is the perfect opportunity to speak to our valued Business Partners directly, demo software and meet face-to-face with the Solutions team in addition to networking with our other like-minded customers.

Save the date

Date: Wednesday 20th June 2018

Location: Magna Science Centre, Rotherham S60 1FD

Time: 09:00 - 16:00

Keep your eye out for more information to come - don't miss out!

Sponsorship!



As the ongoing theme of our newsletter is longevity we, thought it was fitting to mention the local sponsorship Solutions has been heavily involved in over the years.

Gary Moran, Nottingham Panthers' General Manager, said: *"Our ever-growing fanbase plays a massive part, the efforts of the small off-ice crew is vital too, but just as important is the support we receive from local businesses.*

"When those businesses back the Panthers and stick with the club through thick and thin, we couldn't be more grateful. Not just for the financial support, but also for the confidence of such longstanding partnerships, such as ours with Solutions for Accounting, can have in the wider business world. Fans, players, coaches, backroom staff, off-ice officials, and sponsors...we're all in this together!"

Matt Bradbury, Nottingham Lions' Head Coach, said *"Ice hockey provides young people with the discipline they need, contributing key life skills. Should players commit to working hard consistently in training, they develop their playing skills and get the opportunity to climb the hockey ladder as they get older. Working alongside committed volunteer coaches within the club, players as young as six are learning the skills needed for playing ice hockey!"*

"Solutions For Accounting and CRM is a long standing friend and supporter of both the Nottingham Lions and the Nottingham Junior Ice Hockey Club. With its support and encouragement we are looking to guide young players in their search for sporting honours and success."

Client testimonials...



Continuing with 'longevity', we thought we'd ask our longest-standing customers, all of which have been with us for over 15 years, for a few words.

Starlite Direct

"A recommendation led Starlite to Solutions for Accounting for support many years ago. We found them ahead of their game and were very pleased with the solutions they were able to provide as well as the enthusiasm to execute new projects" Gill Clarke, Director at Starlite.

Capatex

"We initially chose Solutions as our software provider because it was a local business, but as our business has evolved, it has moved forward with its own products and services and has continued to meet our changing needs. In addition to its forward-thinking mentality and portfolio, its team members offer a great level of support, advice and solutions." Gabriel Strauss, Managing Director of Capatex.

Motorpoint

"Solutions partnered with Motorpoint from our start up in 1998 through to our current 12 site UK wide operation. We would like to congratulate Solutions on their 20 year anniversary and thank them for the part they have played in supporting our growth story over this time." Ian Brace, Head of Finance at Motorpoint.

Nottinghamshire County Cricket Club

"Although the contract with Solutions was in place before I joined Nottinghamshire Cricket Club, I can see why it was our preferred Sage supplier. Solutions has a thorough understanding of all the systems within its portfolio and is able to solve any queries promptly. Its team also treats customers with a great deal of respect." Andrew Whitaker, Accountant at Nottinghamshire Country Cricket Club.

We'd be nothing without our suppliers, staff and customers, and together we have achieved the ultimate recognition... an exclusive invitation into the 'Sage CEO Circle' on the eve of our 20th anniversary.

This accolade confirms 'Solutions' as the UK leader in Sage subscription products and recognises that the value based partnerships we form are world class. Thank you for being a part of our success!

sage
CEO Circle

Winner