Why itas?

The Financial Transformation Consultancy that Specialises in Sage Technology

Sage Business Partner

itassolutions.co.uk

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Introduction

Helping you choose the best finance software for your business is just the start.

Using our proven process, we'll make sure you implement your new software seamlessly.

Then, we'll help you continually improve your digital systems so they evolve and grow with your business.

We're with you every step of the way to make sure your accounting systems, processes, and software are as accurate and efficient as possible.

Giving you the freedom to focus on what you do best.



Introduction

A multi-product approach to *help you decide*

Trying to decide which accounting software is right for you is challenging. As is knowing who to ask for help.

Most companies and consultants have one software ‘for sale’. So instead of matching your business to a product, they exaggerate the features of their software and ignore the useless features you’ll be paying for...

*But that’s not how **we** work...*



Introduction

Our teams aren’t trained salespeople. They’re trained *consultants.*

We work with multiple Sage products to pinpoint what your business needs now (and in the future) to match you with the right software.

You’ll get an impartial overview of the pros and cons of each product to help you come to the best decision that’s best for you - not best for us.

And once you’re happy with which software you’ve chosen, we’ll be with you until (and after) you implement it.

See, once your new system ‘goes live’, you’ll have dedicated support packages, customer success managers, and process specialists to ***make sure you get the most out of your Sage Solution.***

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Solving your business problems and *supporting growth*

We like to help businesses solve problems and set them on a path for growth and success.

Whether it's a time-consuming month-end, a lack of visibility across your business, or the need for a Cloud-Based solution, we are here to help.



On a growth trajectory?

If you don't change your systems, you can't grow.

We'll make sure the accounting software you select is capable of scaling with your business.

Time-Consuming & Incorrect Data?

Leaders can't make business decisions without your data.

Instead of waiting a long time for reports you suspect are incorrect, we'll improve your processes and system to give you quick, accurate data at the click of a button.

Need time to focus on your job?

Instead of creating more work, we'll make sure your new system takes tasks off your hands.

This means you can invest the time back into doing the jobs you're meant to be doing.

Have an exit strategy?

Processes and systems affect your business price.

We'll make sure that not just your finance system is in shape, but all your processes and systems are too.

Is work/life balance difficult?

Missing school drop-offs, weekends or evenings with family and friends?

We'll show you how your new system and streamlined processes will make sure there are no late nights or weekends.

No more dreading Month-End

You've come to accept being stressed and tired, missing family and personal time, and not being able to go on holiday is a given around Month-End.

But with a new system and new processes built around it, it doesn't have to be that way.

After working with itas

YOUR BUSINESS

- Will be worth more money.
- Will be ready and capable to grow.
- Will run more efficiently and effectively.

YOUR TEAM

- Will make more informed decisions, faster.
- Will learn new skills, meaning less of a need to recruit.
- Will thank you for the new software that makes their job easier.

YOU PERSONALLY

- Will put the days of stressful month-end behind you and focus on your future, enjoying all the perks and praise that comes with successfully implementing a new system.
- You'll have more time to do the jobs you wish you had time to do - whether that's focusing on the strategic side of the business or spending more time with your family.
- You'll relax knowing you made the right decision and we're here to help if you have any questions.



Our Step-By-Step Process

Getting your whole team on board is key to successfully implementing your new technology and using it to its ***full potential.***

Here's exactly how we'll do it...

Step One

YOUR GOALS & PROBLEMS

We match you with an industry-specific consultant who gets to know your business, problems and goals in order to suggest the best software for you.



Step Two

PRODUCT DEMONSTRATION

Now we've recommended the best software, it's time for us to build a personalised demo, taking you through the product so you can see how it would work for your business.



Step Three

IMPLEMENTATION

Our goal is to ensure that by the time you're ready to go live, you're already familiar with your new system through training, configuration and testing workshops.



Step Four

GOING LIVE

It's time to go live! We're on hand with enhanced support for 30 days to ensure a seamless transition to your new system.



Step Five

AND BEYOND...

With our dedicated Customer Success Managers, you'll always have someone on hand and ready to help you. We do regular reviews to ensure that you're always using your software to its full potential.



Our Step-By-Step Process

STEP ONE

Understanding your goals and problems

After you submit an enquiry, we'll match you with an industry-specific consultant who will discuss your options in the context of your business.

Over the course of an initial chat and a deeper discovery meeting, we'll learn more about your business goals, what problems you're having with your current setup, and what features you need in your new system.

By the end of these sessions, we'll suggest which software we think is the best for you.





Our Step-By-Step Process

Product Demonstration

At this stage, we'll take you through the product so you can see for yourself how it would work for your business.

We'll also find out how much support and training you need to get the new system up and running.

We have a 'no surprise' approach to pricing, so we'll give you a fixed price and that won't change.

This is where you will meet your consultant - the person who will take you through to implementation.

STEP TWO

Our Step-By-Step Process

Implementation

STEP THREE

We'll train you on the product and we'll configure it based on the features you're going to use.

We will also run testing workshops to make sure you're comfortable before we go live and that we identify everything that could be a risk.

The aim of this stage is so that by the time we go live, you'll already be familiar with your new system.





Our Step-By-Step Process

Going Live

STEP FOUR

Your first month-end after implementing a new system can be stressful, so we'll make sure it's easy.

You'll get enhanced support for thirty days after 'go live' to make sure the transition is seamless and everyone knows how to use the system.

Seamless integration. ***Instant results***

STEP FIVE

And Beyond...

Once your new system is live, you'll meet your Customer Success Manager who will be on hand to support you going forward.

Together, you'll do regular reviews to make sure you're using the software to its full potential and they'll help improve your systems and strategy going forward.

This means you'll always have someone ready and able to support you with anything you need.



About the Team

We’re consultants, not salespeople

We get a bit of stick in our industry for not hiring salespeople, actually. But we’re proud of that.

It means we do things right by our customers and every sale is reviewed to ensure we sell the best-suited product to our customers, not the most expensive.

Our team is AAT certified

Why? Because there’s nothing worse than a techie who doesn’t understand finance and can’t tell you where the credits and debits are going.

Industry specific

Our team members come from different industry backgrounds. This means that when we match you with your advisor, they’ll understand your business and will give you advice and options in context.

‘Train the trainer’ training

Software training can be the most boring thing in the world, so all our team undergo training to make it engaging and effective for you.



Industries we specialise in...

We work with a range of industries to **help them find the Finance Solution that perfectly fits their business needs.**

We'll take the time to learn about your business, its current set up, key problem areas or pain points you may be experiencing as well as features and functionality your business would benefit from.

We then build you a solution that enables you to hit the ground running.

We work with:

- Healthcare
- Distribution
- Construction
- Charity & NFP
- Manufacturing
- Software & SaaS
- Financial Services
- Professional Services

Whether it's lack of visibility, needing to be on the Cloud, or improving business processes such as Month-End, managing multiple companies or manual entry, ***we can help.***



Reviews

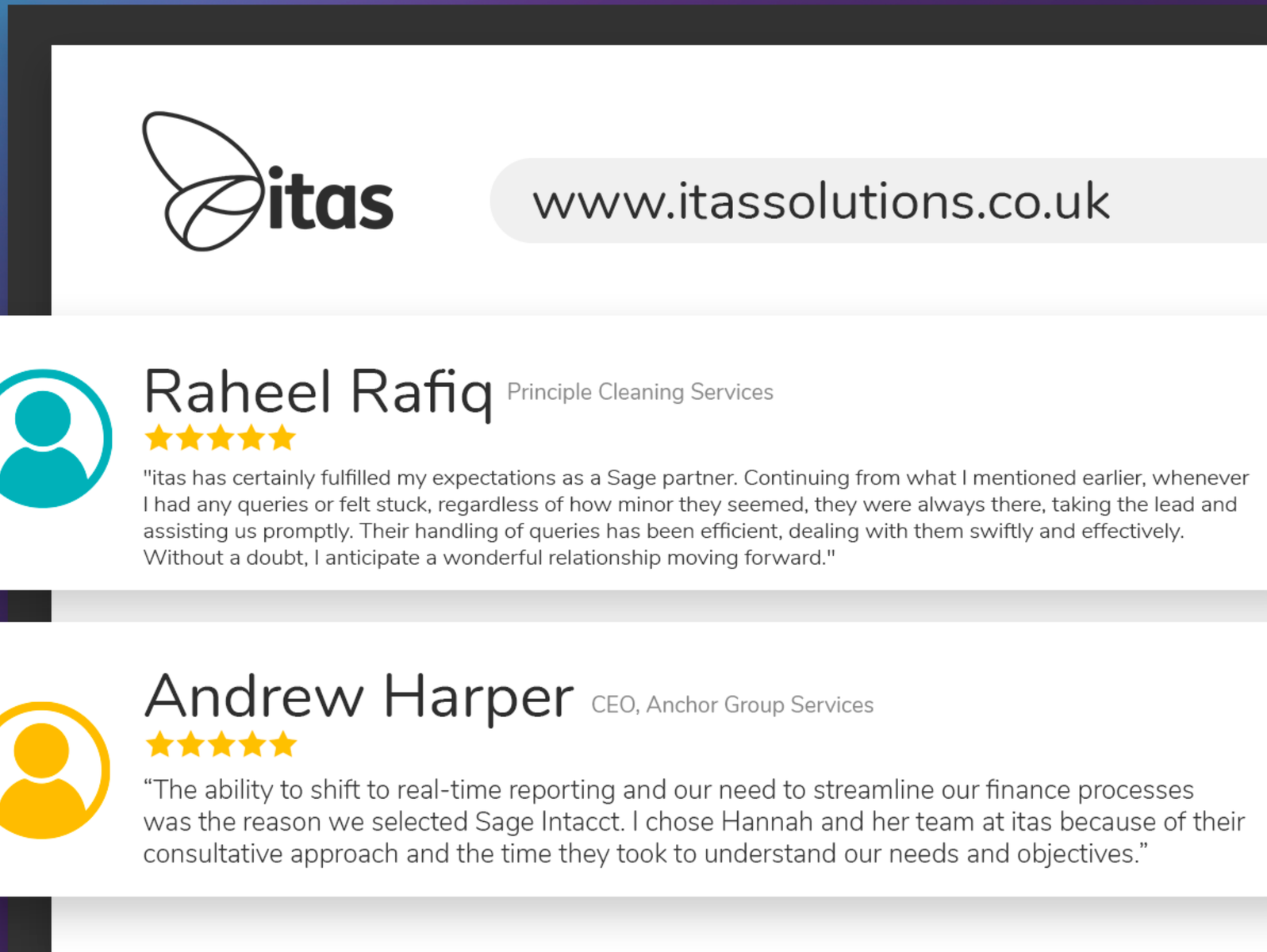
See what some of our customers say about working with us.

“itas have demonstrated a very high level of professionalism and expertise. The implementation consultants quickly understood our business and the service offered by the support team has been superb. We have absolutely no hesitation in recommending itas to any business looking to install and maintain business systems.”

Nick Calver, Finance Manager, Symology

“I believe choosing itas as a Sage Partner is the right decision because of their exceptional friendliness. From the initial contact, they showed genuine interest in our business, asking about our needs and long-term goals with our accounting package. Their friendly service stood out, and I felt confident that I could reach out with any questions, no matter what.”

Sophie Bird, Financial Controller, Pitkin & Ruddock





WHY SHOULD **YOU CHOOSE US?**

We focus on transformation - *not just accounting software*

In fact, you don't need to be looking for a new product to work with us. We'll always check your existing software first to check you're using it to its full potential.

We also look at your full business, including process audits, excel audits, and system reviews.

Because there is no point in putting old, bad processes into a new system.

The Perfect Size

Similar to when you stay in a big corporate hotel, if you choose a huge agency, you're just a number.

We're more like a boutique hotel. You'll have a personal relationship with us. Plus, we're flexible, easy to contact, and able to implement things quickly.



HANNAH MUNRO,
Managing Director, itas

Thank you for considering us as your Sage Transformation partner, myself and the team are looking forwards to getting to know you better!

We built itas based on the values of innovation, impact and above all, integrity. We genuinely love the fact that we get to know each and everyone of our customers personally, and I am always at the end of the phone should you need to discuss anything.

The team and I will go above and beyond to help you deliver the results that you need and to get the most out of your Sage solution. We are in this as partners so please, reach out, have a conversation and lets get you started on your journey!

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