

## Sapphire Case Study: MRI Worldwide



*"We chose Sapphire to support our SunSystems application as we found them to be very well regarded within the SunSystems community."*

**Jonathan Taylor,  
Financial Controller**

**SUNSYSTEMS**

MRI Worldwide is part of the MRINetwork™, a company founded in the U.S in 1965 to provide a recruitment service for senior professionals and executive personnel. MRINetwork is a wholly owned subsidiary of CDI Corporation, a \$1BN global provider of staffing solutions. Today, the MRINetwork has 1,110 offices in over 35 countries and, through their franchise approach to the business, enjoy the position as the world's largest search and recruitment organisation.

Prior to MRI's acquisition by CDI, the company was owned by the Alexander Mann Group and used SunSystems for their financial accounting to good effect. In order to minimise disruption to the business, the decision was taken by MRI Worldwide to continue with the same accounting solution.

When MRI's original supplier discontinued SunSystems support, Jonathan Taylor, Financial Controller, was appointed with finding a new supplier to help maintain and support their application. Jonathan had used SunSystems for many years prior to joining MRI, and was introduced to Sapphire whilst working for another company. When a colleague recommended the Sapphire team, Jonathan's decision to approach Sapphire to support their SunSystems was further reinforced. Jonathan says "We chose Sapphire to support our SunSystems application as we found them to be very well regarded within the SunSystems community. Their reputation within the industry is excellent and, during our discussions with Sapphire, we found that all their personnel were very professional and just seemed to get everything right."

Commenting on the decision to stay with SunSystems, Jonathan continued "SunSystems performs very well and, having used the product in several different roles, I wouldn't want to use anything else. Our former parent company was using Microsoft Great Plains (*now known as Microsoft Dynamics GP*), which they bought on price, and I feel that SunSystems outperforms this solution in a number of key areas".

He goes on to say "The key benefits that SunSystems has brought us are excellent functionality and flexibility. I would also add that everyone at Sapphire has been extremely helpful, knowledgeable and professional which has facilitated our use of the system."

For businesses currently reviewing their financial accounting solutions Jonathan advises "Look at as many products as you feel comfortable with and make sure that you consider the possibility of upgrading the solution that you buy as your business develops. Look upon the solution as an investment in the company - and don't focus on the price - but what will be best for the business in the longer term."



#### Need More Information?

London

☎ +44 (0)20 7648 2000

New York

☎ +1 (212) 541 2406

Los Angeles

☎ +1 (310) 231 8731

✉ [info@sapphiresystems.com](mailto:info@sapphiresystems.com)

🌐 [www.sapphiresystems.com](http://www.sapphiresystems.com)

**SUNSYSTEMS**



Although MRI Worldwide have not yet integrated their SunSystems solution with any other applications, Jonathan has done so in previous roles. Looking to the future he says “We will definitely be making use of the Vision Reporting tool and I am currently looking at BACS capabilities too. I have also seen the Credit Control package being used which I was very impressed by, so that is something else we may also look to implement. Our new owners are delighted with the solution and seeing no reason to change it, are fully supporting and encouraging further integration links.”

Jonathan concludes “Working with the team at Sapphire has been a very positive experience and I don’t see how it could be much easier to deal with Sapphire as a company.” When asked how he would describe the current level of service received from Sapphire’s Support Team, he summed it up in just one word: “Exemplary.”