

## Sapphire Case Study: Liberum Capital

### About Liberum Capital

Liberum Capital is an independent investment bank, with a fresh approach to business in a changing industry. The business is 100% owned by staff who continually strive to provide innovative solutions as well as always looking to do the right thing.

[www.liberumcapital.com](http://www.liberumcapital.com)

### Business Profile

**Sapphire customer since:** 2009

**Sector:** Financial Services

**Version:** Infor FMS SunSystems 5.4



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*David Horsley  
Finance Director at Liberum Capital*

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### Background to the case

David Horsley joined Liberum as Finance Director in September 2010, at which time Infor FMS SunSystems was in place.

Prior to the initial installation of SunSystems in 2009, Liberum had been using Sage. A new solution had been sought to handle multi-currency, consolidation and other functionality not covered. David's predecessor researched potential solutions and found SunSystems from Sapphire via the Evaluation Centre website.

SunSystems was chosen by the team at Liberum as it was deemed to be well positioned and would scale as the organisation grew.

“When I joined the team at Liberum, I found that a lot of SunSystems' functionality wasn't in use; it was trying to be used as though it was Sage” said David.

It was decided that a re-implementation of SunSystems was required. “I wanted to bring the system up to speed in terms of what SunSystems is capable of” stated David.

“Sapphire's advice was very helpful during this phase” said David “The Sapphire Project Manager was the same person that worked on the original project and having her there again for the re-implementation was great.” The new finance team at Liberum wanted SunSystems to do more for them and to utilise its full potential.

David said the team at Liberum was very happy with the decision to work with Sapphire: “Sapphire's engagement was very important in guiding us through the changes; they brought industry knowledge to the table, along with knowledge in best use of systems gained from their experience in working with other similar clients.”



Chart of accounts was changed, with the business unit tool and fixed assets module turned on. "We wanted to have all books and records on multi-entities and then consolidate the accounts."

The re-implementation took 45 days over a four month period, delivered in three phases "This was as I anticipated and the whole project was delivered per our expectation" said David.

SunSystems has been integrated with iPOS for procurement and eRemit. Liberum is also benefiting from additional reporting functionality with the Query and Analysis (Q&A) tool and there are plans in the pipeline for expense management too.

#### Key features and benefits of SunSystems

- Data upload – makes journal posting much more efficient
- Seamless interface between financial accounting modules
- Ease of use – it is not a complex system to use and it is straightforward to train new users

There are 140 people at Liberum Capital and two entities "We are focused on going for high growth and SunSystems will enable departmental reporting, multi currency reporting and reporting on performance of individual entities."

"SunSystems is working well; we challenge it and ourselves all the time and everything is fine" said David. With the new implementation of SunSystems, the team at Liberum is able to fully benefit from its capabilities, "Management and financial reporting is quicker, so we are more efficient. We have greater ability to report across departments and by individual - the reporting capabilities are second to none. With a robust system we have better control and data integration functionality is much better with the use of Q&A."

#### Working with Sapphire

"On a personal level I am in the early stages of working with the Sapphire Support team, but I find them to be very professional and it is reassuring to know they are always there when needed."

David also says it is very easy to deal with Sapphire "Everyone is very approachable and we have good contact with our Project Manager and Account Manager". He went on to say that he would recommend Sapphire for

- Professional approach
- Transparent dealings
- Meeting expectations

#### Conclusion

"SunSystems is a well known, robust ledger package that is easy to use – reporting with Q&A alone is a selling point. The system is working well for us at Liberum and I would recommend others reviewing their financial accounting solution look at SunSystems with Sapphire a reseller" said David.

Whilst it is too early to comment on return on investment and cost savings from the re-implementation project, David says "the control framework we now have in place alone makes this a worthwhile exercise. We are making better use of ledgers, have improved the finance function and enhanced reporting."



For more information on Infor SunSystems please call our Product Advisory Team on 020 7648 2000.