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## Deafblind UK to implement SAP Business One

National charity invests in infrastructure with solution from Sapphire Systems

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**London – 03 September 2009.** Sapphire today announced that it is to implement and support an SAP Business One solution for 7 users at national charity, Deafblind UK.

Deafblind UK offers specialist services and human support to deafblind people and those who have progressive sight and hearing loss acquired throughout their lives. The aim of Deafblind UK is to enable people living with this unique disability to maintain their independence, quality of life and reduce the isolation deafblindness creates. This is achieved through campaigning, education, the provision of practical and emotional support via independent living teams and a free information and advice line.

On the requirement for a new finance and business management solution, Rod Cullen, Management Accountant at Deafblind UK, said “We’d been using an entry level Sage solution for around 10 years and probably outgrew it a few years ago. We needed to invest in our infrastructure to enable continued growth.”

Following a comprehensive tender process and review of replacement solutions, Access Accounting, Sage Line 200, Infor FMS SunSystems and SAP Business One from Sapphire were shortlisted.

“We chose SAP Business One because it offers an all round package” said Rod, going on to expand: “We needed a system that could immediately help with improved data quality and output, and facilitate the management team in making more informed and better decisions. I wanted a system that would serve our needs now and also in the future, as it will be in place for the next 5 – 10 years. SAP Business One will give us a strong structure for finance right away and the potential for use as a CRM and HR system as required in the future.”

Rod had worked with SAP R/3 in a previous role and was pleasantly surprised to discover that SAP had a solution to fit an organisation the size of Deafblind UK. “I thought that an SAP solution would be out of our price range and would now urge others reviewing their systems, irrespective of budget, that SAP is worth looking at. With SAP Business One you have the strong brand name of SAP and it can do everything you need and more – it is a very scalable and flexible solution.”

SAP Business One from Sapphire is an integrated, affordable business management application for growing and mid-size organisations that is quick to implement and easy to use. It is a single system that can automate critical operations including: finance, human resources, customer relationship management, inventory and purchasing. And it provides accurate, up-to-the-minute views of business data.

In opting to work with Sapphire Rod said “The team at Sapphire did a lot of in depth background work to really understand our needs and find out exactly what we wanted when we sent out the tender. They then gave us a very tailored presentation, demonstrating the adaptability and flexibility of SAP Business One and how data can be manipulated according to our specific requirements.”

Once SAP Business One is live at Deafblind UK, Rod says “A major anticipated benefit is that SAP Business One will free up resource that we will be able to divert to other areas: we will be able to re-direct the skills of one full time person by purchasing this system. Other benefits we are looking forward to are increased efficiency, a faster system, improved quality of data and greater analysis in financial reporting. Decision makers will be able to view financials themselves without having to ask the accounts team for the information that they need. In time, SAP Business One can grow into an all encompassing data holding system and we will be able to utilise more of it’s functionality in future years.”

Ian Caswell, Managing Director at Sapphire, concluded “This is a great example of an organisation that thought they couldn’t afford it, benefiting from an SAP solution. SAP Business One is ideal for cost-conscious growing organisations as it eliminates the need for a multitude of disparate, individually maintained systems. We look forward to a long working relationship with Deafblind UK as this important charity continues to grow.”

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#### **About Sapphire Systems plc**

Sapphire is an SAP Gold partner – number one for SAP Business One in EMEA, and is the global leading Infor FMS SunSystems partner. Since 1986, Sapphire has offered customers wide-ranging practical expertise in selecting and implementing advanced financial accounting, business management and procurement solutions and today provides software, services and support for over 600 customers worldwide from their offices in the UK and USA. Sapphire is a founder member of the British Application Software Developers Association and was one of the first signatories of the BASDA Green Charter.

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

#### **About Deafblind UK**

Deafblind UK was launched in 1928 by a small group of deafblind people and their carers to offer mutual support and understanding in the face of conditions they found 'unjustifiably cruel and hard.' Since then, Deafblind UK has developed into a national charity chaired by a deafblind person. Deafblind UK's vision is that people who are deafblind or have a combined sight and hearing loss should have equal rights, access and opportunities as all other citizens within society.

[www.deafblind.org.uk](http://www.deafblind.org.uk)

**Deafblind UK Information and Advice Line: 0800 132 320**

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