At a glance - Flightweight Ltd

Objective
Flightweight had no business management system installed and needed a solution that would not only work for them now, but had the potential to develop with the company in the future.

Solution
SAP Business One

Key wins
- Cloud hosting platform reduces overhead
- Global access for employees
- Improved reporting and financial management
- A system that can grow with the business

Organisation
Flightweight, a brand new start-up wholly owned by the WRASP Group Ltd, engineer specialist products for airlines and their service companies. The organisation offers bespoke, customisable products and the latest cutting-edge material to produce lightweight carts and electronic security systems that help airlines save money, combat theft and damage, and improve health and safety.

Benefits of SAP Business One
Currently Flightweight is utilising SAP Business One primarily as a financial system, but John says everything is running smoothly so far, and it is comforting to know the scope is there for growth.

Another benefit was the decision to implement the system on Sapphire’s cloud platform, Sapphire Anywhere.

“We have no network infrastructure anywhere so we just use the cloud-based access. We are situated all over the place, we have offices in Wrexham and Harlow, but most of us work from home as well. So to be able to access the system anywhere without the overhead of managing infrastructure is certainly beneficial to us.

“The product is internationally recognised and it’s easy to use; anyone familiar with working on a financial system would be able to use SAP Business One relatively easily. It encompasses a variety of reporting we needed, and on the financial side it is more or less out of the box, although it is configurable to a customer’s needs if required.”

John Brogan, Head of IT and Logistics
John also said that because the solution is internationally recognised, the company is confident any future integrations with other external systems should be relatively straightforward.

**Why Sapphire?**

After an internet search, John reached out to around a dozen companies that he thought may be able to help Flightweight with their system requirements.

“There was a disappointing response from some of the other companies I reached out to, but Sapphire was one of the more enthusiastic responders. I received a call back from a member of the sales team and just from that initial contact I could tell this was a guy who knew exactly what he was talking about and was keen to engage with us and actually learn more about our business.

"Generally the experience has been very good; Sapphire’s account management and their communication with us is great. I would recommend Sapphire for their willingness to listen and adapt to the customer’s needs and because they respond enthusiastically," John said.

John concluded with some advice for other organisations considering implementing a new system:

“It’s important to look for a system that suits your business now and in the future and is sensible for your budget. When we chose SAP Business One it was probably a more expensive option than we needed at this stage, but as a long term investment it was the best solution.”

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**About Sapphire**

- **Support**
  - 24/5 support as standard

- **Global**
  - Implementation & multi-lingual capabilities

- **Software**
  - Multi-system integration

- **Influence**
  - Infor & SAP Partner Council Member

- **Services**
  - Consultancy & training

- **Hosting**
  - Safe, secure mobile solution

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