



4RF



CUSTOMER:
4RF Communications



INDUSTRY:
Information Media and
Telecommunications



LOCATION:
Wellington, New Zealand



PRODUCT:
Sage ERP Accpac

“4RF has sales staff all over the world; we needed a system that’s available worldwide 24 hours a day. Enabling is helping with the challenges this brings.”

DANIEL BOWBYES – IT MANAGER, 4RF COMMUNICATIONS LIMITED

THE SCENARIO

Launched in 2003, 4RF Communications aimed to provide wireless communication solutions that would enable end-users to bypass the constraints of existing wired networks by providing high performance wireless microwave radio point-to-point systems. 4RF achieved this – delivering more data in the finite and expansive frequency resources, transporting voice, data, Internet, LAN and multimedia more economically.

Within two years the company had managed to capture a significant share of their target market and had rapidly expanded their business. Their success however caused several major problems in their day to day operations. The expansion of 4RF’s business operations resulted in a rapid increase in staff from 16 to 48 which put huge pressure on their accounting software infrastructure.

THE REQUIREMENT

Problems initially surfaced when additional staff in new site locations weren’t able to access the core database due to time zone restrictions. 4RF also needed a fully-integrated multi-currency system which could be seamlessly expanded to support the business’ growing financial requirements.

Issues such as the co-ordination of manufacturing aspects, the constant turnover of stock on hand, the need to plan for stock requirements, and the ability to schedule work for on-time delivery showed that their accounting systems, which had been adequate at the start-up phase, were not going to cope. 4RF decided that an upgrade was required and actively sought proposals from available accounting software providers.

THE SOLUTION

The system chosen was the latest version of Sage ERP Accpac which was provided and implemented by Enabling. Sage ERP Accpac had the capability to cover the new demands on the company as well as the ability to adapt to a changing work environment. Modules of new system included General Ledger, Accounts Payable, Accounts Receivable, Order Entry, Quick Cost as well as providing multi-currency functionality.

The new system gave all required staff access to the core database over an extranet, which made the system available worldwide 24 hours a day. Sage ERP Accpac also had the ability to have additional concurrent users added to the system whenever personnel increased.

ABOUT 4RF COMMUNICATIONS

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ABOUT ENABLING

Enabling is the recognised leader in the provision and support of business management applications throughout Australia and New Zealand, especially in the areas of technical and development expertise, solution design and long-term customer service. With offices in Melbourne, Sydney, Brisbane, Auckland, Wellington and Christchurch, we have both strength in numbers and depth of expertise to support organisations of all sizes and with a multitude of requirements.

ABOUT SAGE

Sage is a global provider of end-to-end business management solutions covering areas including accounting, supply chain, point of sale, EDI, web store, manufacturing, construction, property management, business intelligence, CRM and hosting services. The offering meets the unique requirements of mid-market Australian and New Zealand businesses. Sage's solutions cover a wide range of business disciplines to enhance a customer's competitive edge and provide seamless integration across its internationally recognised and award-winning solutions. In addition, these solutions are designed to be comprehensive, scalable and cost-effective, ensuring that as a customer's business grows or needs change, so do the solutions.

PRODUCT CHOICE

- Sage ERP Accpac

Implementation of the new system was very straightforward as the existing software was an earlier version of Accpac general ledger. The database was imported allowing an easy transition for the 4RF accounting team.

THE RESULTS

4RF can now expand their system to cover new demands as they arise, and are moving to Sage ERP Accpac web interfaces for all staff. This will enable them to access the majority of their core systems over their extranet. 4RF have also achieved their goal of having a fully web-enabled financial system which allows its staff to access it from anywhere in the world. The accounting system is now available to as many users as required and has the ability to expand with the growth of the company.

THE FUTURE

Now that 4RF have implemented a solid financial and management structure their aim is to fully explore the capabilities of an integrated CRM system. With an ongoing plan of expansion with staff on an international level, there is an increasing need to strengthen and increase both internal and external communication facilities. Together we are working with Enabling to understand how the Sage CRM application can be a future part of 4RF's business solution.

"The flexible project plans that Enabling has readily available make it very easy as a partner to understand from the beginning of an implementation phase what will be happening and what will be required along the way."

DANIEL BOWBYES – IT MANAGER, 4RF COMMUNICATIONS LIMITED

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