

STREAMLINING THE BUSINESS AND MANAGING ON-GOING JOBS



OVERVIEW

ANM Electrical are domestic and industrial electrical contractors based in Inverness. They have grown to having 30 electricians operating within the business.

They use **sfG Scope** to help manage the many electrical jobs that are being worked on at any one time. They are now able to keep track of orders, jobs and timesheets and work in a more streamlined and efficient way.

CHALLENGES

Andrew McKay, Managing Director of ANM Electrical says, "As the business was growing, we could see we needed to be more streamlined, to move away from paper copies and better manage the multiple on-going jobs."

Previously ANM had basic processes, all manual and using paper copies. Finding any information about previous jobs and how long they took to complete, or on products required, was very challenging and took up valuable time. Keeping track of different quotes, orders, jobs, stock and timesheets and knowing how different jobs were progressing was difficult.

With 30 electricians, managing timesheets became of paramount importance, to enable them to invoice promptly, and to quote more accurately for future projects.

"We therefore looked into finding a better solution and decided to start using **sfG Scope**, to help us from quoting right through to the end of each job," Andrew comments. "It's a great business tool for the company as a whole. It's user-friendly, so has been received well by everyone and gives us instant job costing, creation, timesheets, invoicing and profit and loss."

SOLUTION OVERVIEW

- Job costing and management solution

CHALLENGES

- Paper-based and manual solutions
- Finding information was difficult
- Business was growing and difficult to manage and track on-going jobs

BENEFITS

- Easy-to-use
- Streamlined the business
- Helps manage multiple on-going jobs day to day
- Can now access all job-related information in one click
- Have access to profit and loss for accounts

Andrew values the relationship with the team at sfG. "For us, having sfG here in the Highlands is perfect. They are local and helpful and can help support us in using sfG Scope and rolling it out further across the business."

*Andrew McKay
Managing Director
ANM Electrical*

MANAGING WORKFLOW ALL IN ONE PLACE

ANM have gradually started to use different aspects of **sfG Scope** and are expanding its use every day. They use it to get a better idea of job costing, to create and store quotes – and align them to different customer information.

The software is also used to create jobs and keep track of how each one is progressing. If a job is getting close to the time estimated, Andrew can intervene and update the customer on any impact this may have.

If more stock is required for jobs they can manage purchase orders with their different suppliers – all within the same system. Against every job, they can see what was quoted, which products are needed and any purchase orders and costs next to the job.

Initially staff continued to keep paper timesheets, but recently they have started to use the timesheet functionality of **sfG Scope**, so that all information is entered into the system against each job.

ANM also use the invoicing function within **sfG Scope**, to create branded invoices that get logged against a job and a customer. They have all the information – from quote, to purchase order, to timesheets and invoices – attached to every job and easily accessible.

At any point, they can access information that shows them the estimated costs against the actual costs of a job – and any variants in terms of profit and loss. This is particularly useful for their accountant to have access to all the information in one place.

EASY-TO-USE SOFTWARE MAKES ADOPTION ACROSS THE BUSINESS FAR EASIER

ANM Electrical have been using **sfG Scope** from the early stages of its design and have had some elements of the software configured to suit their own requirements.

“It’s easy to use and has been received well by everyone,” confirms Andrew. As it’s so user-friendly, all the information can easily be entered and pulled out of the system in a few simple clicks.

In 12 months time, the company will have all the information to be able to look back and see trends of certain job types, understand their stock usage and much more.

For now, it helps Andrew manage jobs more efficiently on a daily basis. By understanding the details of each project, tracking labour and stock costs and communications with customers and suppliers has become much easier.

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As the business was growing, we could see we needed to be more streamlined, to move away from paper copies and better manage the multiple on-going jobs.”

*Andrew McKay
Managing Director
ANM Electrical*



To find out more about how sfG Scope can help manage on-going jobs, phone us on **01463 630200** or email **info@sfgscope.com**



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