

Insensys Case Study

Global leaders in fibre optic strain measurement based in Fareham, Hampshire

60

Employees

Sage 200

Solution Provided

18

Users

Situation

Insensys designs and manufactures **fibre optic sensing technologies used in a range of global applications** including offshore wind, hydrogen, oil & gas, motorsport, aerospace and composite structures.

Following a management buyout from a larger group of companies, Insensys implemented Sage 50 Accounts due to its convenience and cost. They were previously using a larger ERP system, but as a small standalone, needed something manageable for them.

Whilst Sage 50 Accounts allowed the Insensys team to manage their accounting for some time, it became apparent that they were going to need to transition to a bigger system.

Their **volume of transactions exceeded that recommended for Sage 50**, as did their growing user count. They were also looking to utilise more advanced functionality, which isn't readily available with Sage 50 Accounts.



Solution

CIM presented the Sage 200 solution to the Insensys team who were impressed with the solution's more **robust financial and operational capabilities**.

As well as being able to handle their growing quantity of data, helping to future-proof the solution, Sage 200's add-ons and customisation possibilities would enable the team to **create a solution that works in the way they work** without completely overhauling the standard Sage method of working.

To their Sage 200 Professional solution, Insensys have added an **Audit Log, Power BI** as well as **20+ bespoke pieces of development**. These include adding a field for supplier promise dates on purchase orders, a sales approval process as well as enhanced document management capabilities.

Insensys also utilise Sage 200's **Project Accounting and Fixed Asset** modules as well as a bespoke in-house manufacturing solution for their wider manufacturing needs. We fully integrated this bespoke solution with their Sage ecosystem for total financial and operational control.

Success

Insensys' Sage 200 solution has provided the business with a **reliable system that allows them to make better business decisions with clearer oversight of their entire business.** As their new system is so comprehensive, it serves as one version of the financial "truth" for the business and has dramatically decreased their reliance on spreadsheets.

Sage 200 has **improved their customer cash collection, creating an improved working capital position.** So much so, the business is now able to further invest.

Not only that, their financial reporting is more accurate, they have more efficient approval processes, enhanced supplier performance tracking, and improved stock management too.

By utilising Power BI, Insensys now have a series of real-time dashboards and **standardised reporting across departments.**

Insensys have a comprehensive toolbox of add-ons and developments which has enabled them to create a solution tailored to their needs.

"Don't be satisfied with what comes off the shelf. There's so much more that you can tweak. But, if you don't ask, you're not going to get it. It's nice to know that if there's an opportunity that you want to explore, there aren't too many things that you guys don't seem to be able to improve upon for us." – John, Financial Controller at Insensys.



"We've gone from initially writing off stock and sometimes having difficulties collecting cash to now having surplus cash and automated reporting on a 15 minute sync. It's night and day from when we started."

John, Financial Controller at Insensys



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