



## Acuity - Total IT Solutions

**COMPANY:** Burhill Estates Limited

**LOCATION:** Surrey and remote locations

**SECTOR:** Leisure management

Acuity provides its customers with comprehensive, effective and business-critical IT solutions and can eliminate all the day-to-day worries of managing an IT system. Specialising in all principal areas of IT, Acuity provides advice, installation and support for all key systems, such as accounting systems, Management Information Systems and customer relationship management systems. In addition, Acuity supplies the backbone and network infrastructure required to run such systems in a failsafe environment. This, married with an unrivalled support service across the product range, means Acuity is the first place to look for a total IT solution.

### THE BRIEF:

To provide a complete, outsourced IT service, including a Sage accounting system, a customer relationship management system rolled out across seven sites, and a network infrastructure that would support up to 20 users internally and a further 20 users externally.

### THE SOLUTION:

Acuity installed a HP/Compaq server solution utilising Microsoft Technologies to ensure a robust, high-specification infrastructure with foolproof systems for running the business. A Sage Line 100 Accounting System was implemented for day-to-day business management and provision of management information. The Goldmine Business Contact Manager was also introduced across the seven remote sites to enable customer tracking and facilitate potential customer contact.

### THE OUTCOME:

From a financial point of view, the speed and content of management reporting improved. Efficient lead tracking at the external sites has also led to an increase in potential sales. With an outsourced I.T. Service complementing the products implemented, Burhill are able to continue to grow their business safe in the knowledge that their systems are fully maintained and supported.

**“I can't believe that one Company has all of the skills that Acuity has, it is a pleasure to recommend their services to others”**

**Kenneth Steven (Financial Director, Burhill Estates Ltd)**