



## **Sony Centre Retail / Access Accounting solution Case Study**

Sonex Communications Plc operates the largest chain of Sony Centres in the UK and is continuing to expand its activities. The company's head-office is based in London Brent Cross with many stores around the country. Sonex prides itself on its excellent service, the wide range of goods offered and progressive approach.

The company has been examining and trialing various options over the past two years and finally chose RSS's solution comprising the **Microsoft award winning product** QuickSell-2000 Store/HQ and Access Accounts. The decision was made in the light of cost, functionality and extensive controls and reporting requirements of Sonex Communications Plc.

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"We were searching for a well-priced solution with extensive functionality and an open system that would integrate with other Windows applications. The combination offered by RSS together with all the links including accounting, QuickAddress, Bar Coding, TV licensing, Warranty handling and reporting via Crystal proved superior in many respects. We now intend to roll the solution out to all our stores and I would recommend the system to other retailers looking for an effective management tool to take them into the next millennium." **said Andrew Dallas the Operations Manager.**

### **Key Benefits**

Industry standard Microsoft Windows/NT platforms are utilised thus enjoying the benefits of an open system, flexibility, lower costs and speedy implementation.

The retail system and Access Accounts share the information available from each system. All cash and credit sales are fully reflected in the accounting system with the option of raising invoices through Access or treating the transaction as an order. Cash control accounts are used to control the takings of each store. All sales, cost of sales and overheads are associated with the relevant store with the Profit and Loss account being produced at any time for the management team. Cost of sales is automatically adjusted in order to ensure that it represents the cost of what has actually been sold, therefore reducing the need to estimate the value of closing stock at reporting time. Transactions with the corporate customers and finance houses are monitored through the interface with the invoicing and sales ledger modules.

Purchase orders are raised in the retail system and then imported into Access accounts. This will give the head-office a valuable tool to verify the purchase invoices received thus avoiding the time and cost involved in cross checking with the stores.

### ***Easy management of data***

Detailed drill-down reporting via Access Accounts, Excel or Crystal is available in both the retail and accounting systems. Also ODBC links provide the scope for additional manipulation of the data. Using the auto-generate facility within the nominal Ledger, the company can easily create a new set of nominal ledger codes for new stores. By defining account category structure the company is able to report on the performance of the stores or the whole organisation in many different ways.