



## Hotwheels gear-up for success with Exchequer

### Accounting software overhaul supports 40% growth for cycle distributor

Hot Wheels International, a leading bicycle and skateboard distributor, has invested in Exchequer Software's Enterprise v5.0 accounting system, in order to keep pace with the company's expansion.

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The distributor, which counts Halfords Group amongst its customers, has experienced 40% growth this year following its further expansion into the mountain bike sector with GT bicycles. It found that its existing accounting software package, Sage Line 50, could no longer support its needs and chose Enterprise v5.0 on the strength of its reporting capabilities, and in particular, the system's Paperless module.

The Paperless module allows invoices, purchase orders and statements to be processed in

Enterprise and immediately sent out via email, saving vast amounts of time and money. This is extremely valuable when the accounts team has to deal with the company's distribution office, where daily reporting and speed of response are crucial to fulfilling customer orders promptly.

Hot Wheels was also impressed by the range of features that Enterprise v5.0 offers, including its Windows XP look and feel, as ease of use was paramount to the team. Its drill-down capabilities ensure that the software follows a logical sequence and mimics the thought processes of an accountant.

Currently being used by the eight-strong accounts team, long-term plans for the package include rolling it out to the company's field sales force, using Exchequer's Mobile Desktop. This will enable them to access real-time stock and accounts information on the move, by accessing Enterprise over the Internet.

"Our recent expansion means that the accounting function is more important than ever, and Enterprise has proved to be a robust, stable and logical package - exactly what we needed," said Russell Merry, partner at Hot Wheels International. "Our accounts manager has worked with many different packages over the years, but Enterprise is the only one which thinks like an accountant. This might seem obvious, but it's amazing how difficult some packages can make it for you to find what you're looking for quickly. You never have that problem with Enterprise."

"As our business grows, we're relying more and more on the time-saving benefits such as those offered by the Paperless module," he continued. "The bike industry is getting more tech-savvy all the

time, so it was important that we invested in a package with a lot of scope for both our current and future needs. We're looking to the long-term with Enterprise."

"We always keep the user in mind when designing our software," said Eduardo Loigorri, managing director at Exchequer Software. "Common sense, but it's something that's often overlooked and this can lead to clunky systems that are difficult to navigate. Reporting and administration are all essentials of running a company efficiently, but they can be time-consuming and tedious. Our aim is to make these necessary processes as easy and quick as possible, so that time can be freed up for other activities."

