

Press Release - Chrystal Medical seek process improvement through implementation of award winning Sage Intacct Solution.

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In September 2023 Chrystal Medical Ltd signed a contract with Kinspeed Ltd to deliver a financial management solution to dramatically streamline and improve their business processes.

Initial discussions between the two companies started earlier in the year, when Chrystal expressed an interest to migrate away from their current Sage 50 system as it was starting to struggle with the amount of transactions being processed, also the company wanted to move towards a true cloud based system. In addition to Sage 50 they had other standalone manual systems which had over time become unfit for purpose, which had subsequently meant Chrystal were having to adapt their process to work around the systems, rather than best practice for the business. This was having a knock on effect on the overall visibility across departments, and hence reducing efficiencies company wide.

Why Sage Intacct?

As an existing Sage customer Chrystal were keen to remain within the Sage for life family and after understanding their requirements, Kinspeed recommended the latest of the Sage solutions Sage Intacct. Sage Intacct is the best in class financial management software, built for multi entity, multi currency and multi dimensional cloud accounting. This solution along with some Sage marketplace partners, will enable them to consolidate systems and have greater financial clarity across the company.

Why did they choose Kinspeed as their partner?

Chrystal reviewed the market for a suitable partner to deliver this project with them and they decided on Kinspeed due to the high level of responsiveness that they provided to all questioned posed in the initial stages of the project. As well as the excellent level of consultative support provided through out the business process review. Kinspeed demonstrated a clear understanding of Chrystals requirements, as well as a consideration of future aspirations, enabling them to have reassurance that over time Kinspeed would continue to provide a partnership for years to come.