

Jos Richardson & Son fuel their growth with Connections



L-R Karen Marshall, Finance Director at Jos Richardson & Son Ltd. & Ray Ryan, Managing Director of Envisage Cloud.

Envisage, a Sage partner and member of the Noledge Group, announced that it has provided its Connections software to Jos Richardson & Son, a leading UK fuel and convenience retailer.

Designed specifically for retailers, Connections supports the automation of administrative processes, by delivering real-time integration between Sage 50cloud or Sage 200 solutions and the EPoS system, enabling sales, cash and delivery data to flow seamlessly between the stores and the Sage finance and management solution.

Connections is allowing the group to digitally transform its administration and accounts functions, facilitating the company's expansion. Adding more stores without increasing administration resources has been one of the many benefits that Jos Richardson & Son has gained since implementing Connections.

Jos Richardson & Son, which has been in business 130 years, has so far implemented Connections and Sage 200 in eight of its ten sites. The software automates the accounts and administration processes, driving efficiency and improving data accuracy. It also helps to identify business trends and improve management decision-making.

Automation has allowed the group to significantly reduce time spent on manual tasks. Inputting sales transactions, matching purchase invoices with deliveries and completing bank reconciliations have all been automated. These, along with the planned introduction of the integrated document management solution, means a substantial uplift in efficiencies.

The integration with Envisage's Connections software and Sage 200 has also provided the group with easy access to more accurate financial reports and statements. Management and margin analysis reports, which previously took significant time to create, are now instantly available. Category reporting using sales and cost of sales data are automatically aligned, which allows the group to make better and more informed management decisions.

Speaking on the partnership, Karen Marshall, Financial Director, Jos Richardson & Son said, "Since its installation, Connections has proven to be invaluable. Having implemented the system in eight of our stores, we have seen significant time-saving benefits that free up time to focus on other key tasks, so much so that the system paid for itself within months. Tasks such as posting purchase invoices, which previously took three hours per store, now only take 10 minutes. With eight stores, the time saving is considerable, and we can be confident that the data is always correct.

"The software has also provided more accurate insights into margin analysis with better financial reporting across all our sites allowing us to make more informed management decisions which will greatly benefit us as we continue to grow.

"The success of our partnership with Envisage is not only down to the innovative software but the team driving the project. From the beginning, we have received immense support and guidance, ensuring our specific needs were addressed. It is the excellent working relationship we have with Envisage that underpins the success of this partnership."

Ray Ryan, CEO of Envisage, said: "We are delighted to work with a progressive retailer such as Jos Richardson & Son and support them on their digital transformation journey. It has been very exciting to help them to implement Connections across their store network.

"Having spoken to Karen about the business's challenges and the need for an integrated software to streamline their accounts function, automate data entry and eliminate outdated paper reporting, we were confident that Connections would be an excellent fit for their business.

"We are always thrilled to see retailers experience the measurable and transformative benefits the software provides. Connections truly revolutionises data entry and gives management in-depth insights into financial data needed to make positive business changes. We are delighted to have an ongoing close working relationship with Jos Richardson & Son to support them as they grow in the UK retail sector."

Envisage is now focusing on growing its Connections customer base across the UK and Ireland, working with EPoS and wholesale partners to extend its footprint in the convenience and forecourt retail sector.