CASE STUDY:

Jos Richardson & Son

About Jos Richardson & Son

Jos Richardson & Son is a family run business that has been in operation for over 130 years. They are fuel and convenience retail experts running 8 petrol stations in the UK along with two new convenience stores.

It works closely with partners who have established recognisable brands including SPAR, Shell, Jet, BP and Subway. Its ambition is to lead in all aspects of business including achieving the best possible financial performance in forecourt retailing.

Industry

Retail and forecourts

Rollout

8 locations

Location

North, West and East Yorkshire



Overview

Jos Richardson has been expanding its business across the UK, growing its fuel retail business into a convenience retail offering. With this expansion comes increased admin. and accounting workload for head office, which takes up significant time and resources.

Jos Richardson & Son needed to restructure manual tasks in its accounting function, automate data entry and eliminate paper reporting. The end goal was to streamline data from eight different forecourt sites into one central location. To meet these needs, the group partnered with Envisage, to implement its sruu software.

"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."

Karen Marshall, Financial Director, Jos Richardson & Son

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The Solution

EEnvisage installed its sruu software to streamline business administrative processes, provide accurate realtime information and greatly improve business performance.

It seamlessly connects in-store sales, cash and delivery data with Sage 200 to enable data to flow seamlessly. Since implementation, inputting sales transactions, matching purchase invoices with deliveries and completing bank reconciliations have all been automated.

These, along with the planned introduction of an integrated document management solution, will enable efficiencies as well as time and cost savings, so that Jos Richardson & Son can scale while keeping accounting costs in check.

Better visibility of business performance as well as in-depth financial reports and statements based on real-time data, equip Jos Richardson & Son with the vital information needed to expand and scale the businesses.

"Since its installation, sruu 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."

Karen Marshall, Financial Director, Jos Richardson & Son

The Outcome

SUBSTANTIAL TIME SAVINGSS

Tasks such as posting purchase invoices, which previously took three hours per store, now only take 10 minutes.

100% ROI IN MONTHS

The high return on investment means that sruu has paid for itself within months.

ENHANCED DECISION-MAKING CAPABILITIES

The solution helps to identify business trends and has improved management decision-making.

IMPROVED REPORTING VISIBILITY AND ACCURACY

Sales and financial reports are automatically integrated and management reports, such as margin analysis, which previously took a month to create, are now instantly available.

DATA FLOW IS SEAMLESS

Delivery data flows seamlessly between the eight stores and Sage accounting function.

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