

Ken's Motorcycles

Sage Line 50 Case Study: **Ken's Motorcycles**



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Pauline Latham,
Accounts Manager, Ken's Motorcycles

Profile

Ken's Motorcycles was founded in 1956 by brothers Ken and Norman Robinson, providing motorcycles to enthusiasts in the Newcastle upon Tyne area. Over the years the business has grown from two founders based in one shop to three retail premises, including offices and workshops and twenty-seven employees. The company specialises in Suzuki, Yamaha and Honda motorcycles and is now one of the largest sole motorcycle retailers in the country.

The company recently installed a new, networked computer system. Pauline Latham, accounts manager for Ken's Motorcycles, used this technology upgrade as an opportunity to install Sage Payroll. Prior to this, Ken's Motorcycles had relied on manual bookkeeping and payroll, which was taking up too much of Pauline's valuable time. “Sage Payroll has reduced the time I spend preparing wages by at least 50 per cent, and it has cut out any manual errors. Equally important for a business of our size, it is an extremely cost-effective package.” Pauline comments.



active support for business

Sage Payroll has many features developed to make life for a small business easier; it conforms to the latest government legislation and will deal with tasks such as National Insurance, tax calculations and payment analysis. It even includes an illustrated holiday and absence diary. Sage Payroll can be used alone or linked with Sage accounts packages as part of an integrated system. "I have found Payroll both very easy and quick to use. The step by step help wizard is particularly handy," comments Pauline.

After only twelve months of using Sage Payroll, Pauline feels the software has revolutionised her working methods by freeing up hours every week that she now uses to focus on other areas of the business. Following the success of Sage Payroll, The management decided to investigate the potential benefits that accounting software could bring to the business. Pauline sought advice from a local computer consultant who recommended the company install Sage Line 50, a product specifically designed for small business requirements. Pauline has since attended a Sage Line 50 training course in order to be able to use the software package to its full potential. Pauline remarks "Sage's training course was invaluable. It has given me a head start in the transition to using computerised accounts and has enabled me to feel confident about introducing the software across the whole company in time for the next financial year."

Ken's has become a member of Sage's customer support programme, SageCover. Pauline comments, "I find it reassuring to know that should something go wrong, I can call Sage for advice and help. As I am still fairly new to computerised accounts, this is very important to me." As a member, the company is entitled to a range of benefits including technical advice and information on legislative changes and business issues, discounts on products and services, and special offers.

Pauline concludes, "As one of the largest motorcycle suppliers in the country, our business is continuing to develop. I need an accounting package that will keep up with the growth of Ken's Motorcycles that I know I can count on. I am happy that I can rely on Sage."