



# SAGE BOOSTS STRATEGIC FOCUS AND CUTS TIME SPENT ON PAYROLL BY HALF FOR ASX-LISTED COMPANY

with the help of Sage MicrOpay

"It is extremely easy to use, and offers vastly superior querying and reporting capabilities."

Simon Alden, Payroll Manager  
Working Systems Solutions Ltd



## Customer

Working Systems Solutions Ltd

## Industry

Software

## Location

New South Wales

## System

Sage MicrOpay

## Overview

Too often, the payroll function is viewed as a cumbersome, albeit important, monthly, fortnightly or even weekly chore that interferes with the more strategic activities of the accounting department. Subsequently, it can be out on a limb, with only a vague link to budget planning and forecasting.

As an ASX listed organisation, Working Systems Solutions Ltd. (WSS), could not afford for its payroll function to be disconnected from its main accounting activities.

Simon Alden, WSS Payroll Manager, said, "As a publicly listed organisation, we are audited every six months, so we need our payroll data to be as visible as all other accounts-related data. And, as a fastgrowing company, we needed payroll to be an integral part of our budgeting and business planning."

## Challenge

Until contacting Sage MicrOpay, WSS was using a small business 'off-the-shelf' payroll package to handle all of its accounting activities. But, with 53 staff today, the



organisation had simply outgrown the small business solution. Leave accruals were particularly difficult to track, and balances per employee had to be re-checked monthly. As a result, Alden estimates that the payroll function used to account for nearly 50 percent of his workload.

He said, "As we grew, it became increasingly difficult to extract – let alone analyse – the data we needed from the previous system. We could get a historical report on what we had paid people, but not why, which undermined future business planning. And there was no chance of integrating this information with data in our other financial systems. Worse, because I didn't trust the data I did get, I triple checked everything, which severely hampered turnaround times."

WSS's searched for an alternative midmarket payroll management solution that would support its rapid growth, make the payroll function more efficient and enable a more integrated and strategic approach to payroll management. It also wanted a payroll solution that would integrate into WSS's own Harmony time and attendance and commercially-sold financial packages.

## Solution

It selected Sage MicrOpay, designed for medium-sized Australian organisations that are well established or are growing quickly. It has been specifically designed for current Australian conditions, legislation, awards and customs, and offers rich functionality and flexibility at a competitive price. Alden said, "As soon as we saw the Sage MicrOpay payroll management solution demonstration, we knew we would buy it."

Sage MicrOpay delivers simple-to-use but very powerful online search and query facilities. Plus it uses highly versatile 'Grid' displays that enable fast exporting of data in a number of formats including Microsoft® Excel, Text, HTML and PDF.

This provides an easy-to-use interface which integrates with commonly used applications. Alden said, "It's so intuitive to use that even ad hoc queries are easy. Now, I can pull down a report in five to ten minutes, which used to take me a good hour or two."

Further, while the superannuation management capability of the previous system was satisfactory for WSS, Sage MicrOpay provides the company with the added benefit of compliance with SGC and choice of fund legislation.

The benefits of using Sage MicrOpay have been twofold for WSS. Firstly, Alden's payroll related activities have been reduced to just 20 percent of his workload, which has freed him up to focus on more strategic business activities such as business analysis and forecasting. He said, "I simply trust the accuracy of the data I'm now getting from my payroll system, so I just process it without all the checks I used to make."

Secondly, the payroll data itself is now used in a more strategic way, to help diagnose trends and plot future investment. Sage MicrOpay integrates seamlessly into WSS's time and attendance, HR and financial packages, so, Alden adds, "now we can take a holistic view of planning."

## About Sage

Sage Australia is a subsidiary of the Sage Group plc and has offices throughout Australia and New Zealand, and more than 25 years' experience in both local markets.

We provide small and medium sized organisations, and midmarket companies with a range of easy-to-use, secure and efficient business management software and services – from small business online accounting (Sage One), accounting practice management (Sage HandiSoft), payroll and HR (Sage MicrOpay), to business management and customer relationship management (Sage Business Solutions).

Sage energises the success of businesses and their communities around the world through the use of smart technology and the imagination of our people. Sage has reimagined business and brings energy, experience and technology to inspire our customers to fulfil their dreams.

We work with a thriving community of entrepreneurs, business owners, tradespeople, accountants, partners and developers who drive the global economy. Sage is a FTSE 100 company with 14,000 employees in 24 countries.

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