



CUSTOMER SUCCESS STORY

CUSTOMER

GlobeCast

INDUSTRY

Digital Broadcasting

LOCATION

Europe

SYSTEM

Sage Accpac ERP 500 – Linux edition

GlobeCast London Chooses Sage Accpac for Platform Flexibility and Superior Accounting

Sage Accpac Proves an All-In-One Solution

A world leader in communications technology, GlobeCast provides broadcasters, businesses, and communications companies around the world with end-to-end satellite transmission and production services for video, audio, and broadband Internet content. The company was created in 1997 when the resources of France Telecom’s diverse broadcast and broadcast-related entities were combined into a single business entity. By 2001, the GlobeCast London office had outgrown the capabilities of their existing accounting system. They needed a fast, efficient way to import financial information into Excel reports, the ability to run their accounting system on Linux-based servers, and support for financial transactions with international clients.

Graham Knights, GlobeCast Senior Financial Accountant, was responsible for finding an accounting system that could run on Linux and also provide advanced accounting capabilities. “We wanted a totally flexible accounting solution that would enable us



to easily produce management reports,” explains Knights. “For example, more and more of our staff are using financial information in sales meetings, so we need to be able to provide this information as quickly and easily as possible. As a leading provider of satellite and digital services Europe-wide, we also needed multicurrency functionality.”

GlobeCast returned to SystemLink, the company that implemented their original Sage Software solution, for help finding a system that offered the end-to-end accounting capabilities they needed on a flexible Linux platform. After analyzing GlobeCast’s requirements, the consultants at SystemLink proposed Sage Accpac 5.0 on

CHALLENGE

Globecast needed to run their accounting system on Linux-based servers as well as a fast and efficient way to import financial information into Excel reports, and support multicurrency financial transactions.

SOLUTION

Sage Accpac 500 ERP 5.0 – Linux edition gives GlobeCast a platform-independent solution with complete openness and flexibility across their business systems.

RESULTS

Sage Accpac 5.0 integrates with other business systems; IT infrastructure is stable; multicurrency capabilities support international transactions; Excel-based reports are now easily produced.

"Our decision to choose Sage Software was based on both accounting and IT requirements, and as the two departments continue to work closely together, our Sage Accpac solution will provide the open and scalable accounting capabilities that this partnership demands."

—Graham Knights
Senior Financial Accountant
GlobeCast

ABOUT SAGE SOFTWARE

Sage Software has been responding to the needs, challenges, and dreams of small and mid-sized businesses for over 25 years. With a complete range of business management solutions and services, Sage Software helps companies improve customer relationships, reduce costs, and automate and integrate a variety of operational activities. Its solutions support the specialty needs of a broad scope of industry segments, including manufacturing, distribution, construction, real estate, nonprofit, and professional services.



Red Hat Linux. This robust Linux solution delivers the specific business management features needed by GlobeCast London today, while providing the flexibility to support future growth.

Flexible, Scalable, and Compatible With Any Platform

GlobeCast London wanted to run all their key systems on their Linux-based IBM servers to benefit from the associated cost-savings, system stability, and flexibility. "One of the key advantages of Sage Accpac solutions is that they are platform-independent," observes Bill Williams, Managing Director of SystemLink. "So whether a user wants to run on an open system like Linux or on Microsoft Windows NT, they are able to benefit from advanced accounting capabilities. In this case, GlobeCast needed to migrate their accounting system to Linux as part of their overall IT strategy for the company."

Commenting on the installation from an IT perspective, Marco Tinnirello, GlobeCast's IT Manager, points out, "Our satellite delivery system is based on a cluster of Linux servers, as is our company intranet, so to have the accounting system also Linux-based gives us obvious advantages in openness and flexibility across our business systems. Our current IT infrastructure is 100 percent more stable now, and the Web-based design of Sage Accpac means that the solution connects straight to the server."

Because all Sage Accpac editions are built on a single, open, multitiered architecture, the London office was able to upgrade their system with minimal additional training and complete preservation of all existing data, including all of their customized screens and reports.

"Another key requirement was a smooth migration, with the least disruption to our workforce," adds Knights. "We were very pleased with the upgrade process. Sage Accpac 5.0 meets all our needs today, and also gives us flexibility for the future."