

We will be judged by results...



**Sage (UK) Limited
is a leading provider of
business software and
services to over 760,000
customers in the UK
and Ireland.**

Working with its community of UK accountants, business partners, developers, banks and retailers, Sage provides UK businesses in all sectors with specific, scalable software and services to help them manage their finances, their people, their customers, their suppliers, their core operations and to plan their future business success.



Altus is a key Sage partner. They have an excellent understanding of our needs and requirements and they have managed to save us in excess of 20% of our Postal Estate™ costs since we started working with them in 2005.

Ken Rose Head of Business Services, Sage (UK) Limited



sage Case study

The Challenge

Due to the increasing range of products and services available from Sage, significant spending on postal services was being incurred. Sage realised that their spending on postal services was diverse and they wanted an independent view to assess the true cost of their fragmented Postal Estate. They also wanted to understand how they could reduce costs across their infrastructure and be confident that there would be full stakeholder involvement and approval.

Solution

Altus analysed data across Sage's postal infrastructure and worked closely with the finance and procurement teams. The actual spend across Sage's diverse Postal Estate was quickly established. Through market testing, Altus then considered a number of postal providers and recommended the best-fit mailing solution which allowed for the company's present needs as well as future requirements.

Benefits

Sage now benefit from a powerful and versatile mailing strategy that is reliable and easy to use. The client has been delighted with the solution Altus introduced and significant recurring annual cost reductions have been evident since the solution was implemented.

Further savings in customer communications are being achieved by moving a proportion of Sage business away from more established and expensive physical distribution channels.

Key Benefits:

- Improved Management Control;
- Centralisation of Postal Estate expenditure;
- Cost savings;
- Simplification of use;
- Speed of implementation;
- Minimum internal resource requirement;
- Clearer management reporting.

Categories:

Consultancy, audit, mailing solution design, implementation and postal expense management.

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