

User Story : RFU



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John Moulson - Head of Finance, RFU

SPEND CONTROL

RFU Tackles Spend Control and Cashflow Management with Compleat Software.

Purchase to Pay solution will deliver short term ROI through spend control and efficiency savings across the RFU

The Rugby Football Union (RFU), the national governing body for rugby union in England, is rolling-out a new e-procurement, expense and cashflow management solution from Compleat Software Limited across its business after a highly successful pilot programme. The new Compleat system will manage costs and increase control over corporate spend. The fully automated web browser-based system from Compleat Software is tightly integrated with the Microsoft Dynamics GP accounting software. The RFU anticipates over 100 users of Compleat when fully deployed.

The RFU, which is based at the national stadium in Twickenham, is the national governing body for rugby in England, with 1700 member clubs and over 450 salaried staff. The organisation recognised an opportunity to cut costs, by consolidating its suppliers and increasing efficiencies in the purchasing process, and to increase control over corporate spend by replacing its manual purchasing process with an automated electronic solution.

The RFU selected Compleat Software's Purchase to Pay solution and deployed it on a 'roll-out' basis in February 2009. The RFU selected three departments for the first stage of the company-wide roll-out. After successful testing in partnership with the RFU finance team, it is currently implementing the solution across the remaining corporate departments before culminating with Elite Rugby and Community Rugby – the two largest departments.

John Moulson, Head of Finance at the RFU, says, "Compleat is one of the most competitive solutions on the market, with an affordable price entry point and a compelling return on investment. We looked at a number of solutions, but Compleat was the only one that did everything at a price that we could afford. This is the biggest IT project in finance that the organisation has ever undertaken, and we needed a system that could meet that challenge. We are very happy with Compleat and the implementation is going well."

Moulson continues, "The first three departments were selected for their ability to test the system and teach us everything we needed to know to ensure a smooth roll-out across the organisation. We are now getting

At a Glance

COMPANY: RFU

CHALLENGE:

The RFU wanted to cut costs by consolidating its suppliers and increasing efficiencies in the purchasing process, as well as increasing control over corporate spend by replacing its manual purchasing process with an automated electronic solution.

SOLUTION:

Tightly integrated with Microsoft Dynamics GP, Compleat Spend Control, enables web-based purchase order generation, plus cashflow management and forecasting based on both actual spend and committed spend, enabling full commitment accounting.



SPEND CONTROL

more people to use the system, and our users like the process and find it very easy to use. As Head of Finance, I can already see the long term benefits of Compleat. Over the coming months, we will consolidate our suppliers to ensure best value and improve supplier terms and agreements, building in other restrictions and authorisation requirements to improve spend control."

Moulson concludes, "So far we have been impressed with the service from Compleat Software. From the initial direct mail contact through to the first meeting and the roll-out of Compleat, their approach has been very personal and understanding of our business. Compleat is a very user-friendly product and the delivery is well managed. We are benefiting from their extensive knowledge and expertise through regular training with Compleat Purchase to Pay and technical support."

Compleat Spend Control enables web-based purchase order generation providing cashflow management and forecasting based on both actual spend and committed spend, which enables full commitment accounting.

Compleat Spend Control also provides the ability for the finance department to take centralised control over corporate budgets, ensuring that every requisition / purchase order is always in budget and included within the cashflow forecast automatically, delivering automated purchase ordering, centralised budget control and corporate cashflow management based on fact. It facilitates a consolidation of suppliers to maximise buying power and negotiate the best possible credit terms, generating the appropriate Terms & Conditions with each order, whilst also capturing the supplier's performance to aid future negotiations.

Available in three editions – Standard, Professional and Enterprise – Compleat Spend Control integrates with any accounting software solution, in real time, with an Application Integration and Translation interface.

Compleat is a mature and fully-proven cashflow management and commitment accounting solution with a customer base that spans multiple vertical markets such as Sport / Events; Design and Property Development; Education; Value Retail and pan-European Retail.

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Take the first step and book a Short Form Review meeting

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