

BIG ENOUGH TO DELIVER

SMALL ENOUGH TO CARE

One of our greatest strengths lies in our experience.
We've been trading a lot longer than most technology
companies – since 1981 in fact!

It's always nice to know who you're working with, so let's quickly introduce ourselves and explain why we're the best consultancy partner and provider of Sage solutions and support around...

We're a super-charged Sage solutions from a friendly, family-run business. Our greatest strength lies in our experience, having been trading loads longer than most technology companies. A family-run business led by MD Alan Exley and his brothers, Malcolm and Adrian, our talented team includes some of the best Sage consultants you'll ever find. That's not lip service either – you deserve the best, so we make sure you get it! We truly are small enough to care, but big enough to deliver.

It's not just our super Sage skills and proven software expertise that keeps our clients happy – we're all about partnerships. We've been delivering tailored IT infrastructure solutions since the early 80s, working closely with our clients to provide the perfect mix of services, including:

- Hardware & infrastructure
- Development
- Training & consultancy
- Technical support
- Account management
- IT strategy planning

Our consultants will give you the support you need to make informed decisions on your IT investment, and we're genuinely nice people to work with too. We take our commitment to you seriously. But ourselves? Not quite so much!





Wharncliffe's been delivering 'Excellent' IT solutions and system support since **1981**



Founded by Joseph Exley, father of current directors; Alan, Adrian & Malcolm



We have been a reliable and trusted **Sage** business partner since 2006

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In addition to our mastery of Sage, we've also developed a unique ERP and processes system for the flooring, fabric & textiles industry sectors: Realitex200. We don't like to brag, but it's possibly the best software investment you'll ever make if you operate in these sectors!

Read on to learn more about our products and services, here's what you'll find on the following pages:

- Sage 200cloud
- Sage CRM
- Realitex200
- Referral programme
- Switch to Wharncliffe
- Testimonials



Directors: Adrian, Malcolm, Alan, Kevin
(left to right)

"Over the 35 years we've been delivering IT solutions we've moved from a software and hardware provider to a business advisor that matches solutions, expert knowledge, and experience to customers' business needs"

Alan Exley
Managing Director



sage 200cloud

Sage Partner

Sage Developer

A smart, sophisticated solution that supports your business as it grows...

Success is always shored up by great strategies – and Sage 200cloud Professional could be the best strategic investment choice you ever make when it comes to managing your business effectively and efficiently.

Easy to install and adapt, Sage 200cloud is more than your average business management software – the money stuff is just the start... It also offers exciting possibilities for a smart, centralised business management system that can be adapted as your business changes and grows (as of course, it will!). It's modular, packed full of tools and gives you real-time access to in-depth data across your organisation, allowing you to:

- Make better business decisions
- Make accurate projections
- Improve customer relationships

Our support ensures you get the right functionality, easy-to-understand advice, plus the opportunity to migrate your service to us as your preferred Sage partner – and you won't regret it!



Fantastically Flexible

A range of deployment options to suit your business needs.



Easy Migration

Proven methods in upgrading legacy systems inc. Sage 50, QuickBooks & Pegasus.



Invaluable insight

Manage money, customers and business data in one place.



Wharnccliffe was appointed an official **IBM partner** as far back as 1985



In 1987, we successfully installed our first network computed system



1989, Wharnccliffe launched TOPSiX (This was the Unix version of **Realitex**)

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"Being able to apply my practical experience of implementing Sage 200 Suite at my previous company with my significant accounting and software knowledge really helps me deliver great solutions for our customers"

Martyn Price
Consultant

What makes Sage 200cloud Professional the solution for you?

Our experts are (possibly a bit weirdly) passionate about the many features, functionalities and fantastic add-ons that this super software can offer. Whatever your industry or the specific financial or management challenges you face, Sage 200cloud Professional can be adapted to suit – we told you it was smart!

Sage 200cloud Professional can be integrated with loads of different third-party systems, and if you don't have your own IT experts available, you'll find our ongoing Sage 200cloud Professional support provision pretty much priceless.

We have the skills to adapt your system to meet any operational and accounting objective you can imagine – like a touch of magic for your business management.



sage CRM

sage Partner

sage Developer



Smart Sage CRM software that helps your relationships and revenue grow...

Before we voice the virtues of Sage CRM, we probably need to explain what it is! CRM stands for customer relationship management, and it's an absolutely essential element of an effective business strategy.

To keep things moving in the right direction, you need to:

- Listen to your customers
- Respond to their needs
- Communicate clearly

Guesswork isn't good enough... you need to monitor, modify and analyse all the way! Happy customers will stay loyal to you, and recommend your products and services too. Sage CRM allows you to manage your relationships, improve processes, increase efficiencies and power-up your profitability. This award-winning system is already used by 12k+ organisations across the world, and our experienced consultants will ensure you get the maximum value from your investment and a super-speedy return.



In **1994**, We built our first offices, Joseph Exley House, in the centre of Barnsley



Wharnccliffe implemented its first email system back in **1996**.



1998, First **CRM** (Customer Relationship Management) implementation

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The benefits of Sage CRM software

We'll give you the tools to share crucial customer information across all departments, and make managing your marketing, sales and service strategies a breeze. It's not bluster – as a certified Sage partner, we're 100% the real deal! Fantastically flexible, Sage CRM is easy to customise, install and integrate seamlessly with:

- Business Management Solutions e.g. Sage 200cloud Professional & Sage 50
- Email Servers such as Microsoft Exchange
- Desktop email clients like Microsoft Outlook
- Social media applications
- Web customer self-service
- Phone systems through CTI

You can buy this brilliant on-premise software outright, or sign up to a monthly subscription package.



Creating Connections

Manage your business relationships and marketing more effectively.



An eye on Pipelines

Sage CRM accelerates your bottom line – ready to rise above the rest?



Decisions decisions

Detailed insight makes brilliant business decisions easier than ever.

Realitex200

Sage 200 for Cut, Roll & Piece based Businesses

sage

In 1999 Wharncliffe was appointed an official Sage Business Partner



2000, Our first Realitex handheld (RF) warehousing solution installed



Wharncliffe was appointed an official Microsoft Partner in 2001



Essential business software for flooring, fabric, textiles and artificial grass companies...

When you're in carpets, flooring, artificial grass, textiles or soft furnishings, standard software just won't cut it – your processes are complex and your business management needs are extensive.

Our experts understand the complexity of your processes and the extent of your business management needs, so we've developed the UK's leading system for your industry. It's competitively priced, and designed to make you competitive too

So what makes Realitex200 so invaluable? For starters, it can handle the intricacies associated with the efficient stock management of cut-lengths, rolls, colour batches and traceability – sounds great, right? Our comprehensive solution includes features such as:

- Paperless warehouse management
- E-commerce
- Apps
- Web-based business intelligence



Sage 200 Financials

Leading accounting software specifically adapted for you industry.



Stock, Sales & More

Comprehensive management and processing of the most complex requirements.



Immediate Benefits

Maximise processing, minimise costs & simplify your workflows with a range of modules.



In 2005 we consolidated our three separate sites into one purpose built office



2006, Wharncliffe is appointed a **Sage 200 Business Partner**



Two years later, we are appointed a **Sage 200 Regional Strategic Partner**

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"I joined Wharncliffe several years ago having worked in a Carpet and Accessory distribution business which used our Realitex (now Realitex200) solution, it was such a great solution I wanted to be part of the team that supported and implemented it."

Rebecca Pyrah
Consultant

Clever Commercials for cut, roll and piece based businesses

Super-charged with Sage 200 accounting capabilities, whether you operate in distribution, manufacturing or retail, Realitex200 delivers the automated basics, tailored task functions and complete control.

Easy to use and quick to deploy, it's been carefully developed for your specialised market sector and gives you the ability to make smart decisions that impact your margins and improve your cash flow – ultimately driving your business success.

Realitex200 now uses the latest .net technology - on the cloud or on-premise - to deliver a proven solution that's been tried and tested with the most successful names in flooring, fabric and textiles for over 25 years.

Business Partner Switch

Are you looking for a Sage accredited partner for exceptional support?

Switching Sage business partner the easy way...

- Proven partner switching process
- Free review of "what you're missing"
- Personalised IT Strategy to plan for the future
- Support from a 4.8/5 star service team
- In-house development team for anything unique
- Director level account management

So you've got your Sage software up and running and it's performing well – but what about your Sage business partner? Are they providing you with the service you deserve?

You might be thinking of switching your partner for any number of reasons, but we find that the most common issues and motives for switching are:

- Slow response times
- Failure to meet promises
- Difficulties with contact
- Poor relationship experience
- Unable to implement other software/modules
- No bespoke development facilities
- No IT direction/planning



In 2009, Wharncliffe
Qualified as a **Sage 200**
Developer Partner



We saw the launch of
Realitex200 (fully integrated
to Sage 200) in 2014



Wharncliffe is awarded the
Sage Regional Business
Partner of the Year! award!

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A better business experience...

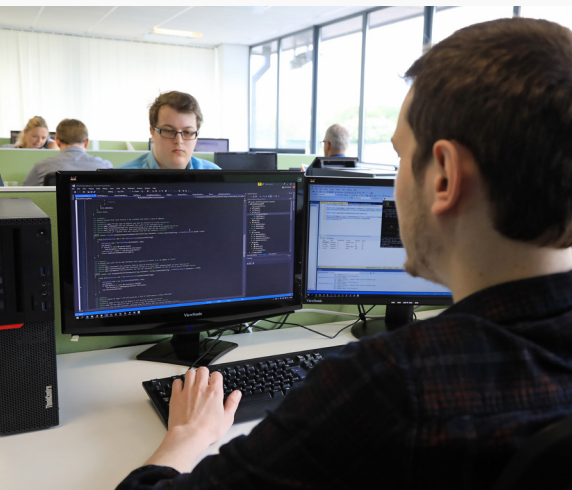
There's no excuse for poor service – that's why we'll always be there for you, no matter what...

Switch to Wharncliffe! With over 35 years of experience and a fantastic reputation for efficiency and super support, why not?!

We're highly skilled, fabulously friendly and promise to provide an unparalleled service at all times. What's more, through our unique Strategy IT Dashboard, we'll help you plan to make the most of your IT and stay ahead of the competition.

"The flexibility of customisation and development in Sage CRM has allowed myself and my colleagues to create some exciting solutions for our customers, making us one of Sage's leading CRM partners"

Lee Hewlett
Developer



Wharncliffe's Referral Scheme



Earn when you refer our Sage business services!

Know someone who would benefit from the support of our consultants? Then please refer our Sage business services for a lead fee and commission!

If you're happy with the level of support you're receiving from our super-friendly consultants, or if you're an accountant or IT infrastructure supplier, why not refer our Sage business services to a client or contact?

Our Sage referral programme is quick, easy and a fabulous way to earn some extra cash! We'll pay you for every lead that results in a meeting we pay for every lead that results in a client meeting, plus commission on any order made. And as well as the money, you'll also get the nice, warm glow that comes from helping another business to benefit from our great service.

As one of the largest UK Sage business partners and with over 3 decades of experience, your referral makes great sense for everyone.



Instant Payment

Earn an instant lead fee of £250 when we meet with the referred company



+10% Commission

In addition, 10% commission of the gross software licence value as soon as they sign.



No Time Limit

You'll earn whenever they meet us or sign a contract with us for our services!



In 2016, we implement our first cloud solution on **Microsoft Azure**



2018, the year we launched **Realitex200 .Net**, bringing improved UI and software



Late 2018, our new **website** was launched with more info, product updates and news

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"Yorkshire folk have a reputation for not parting with money, but it's been an absolute pleasure to send payments for several thousands of pounds to customers, accountants, and individuals that have so kindly recommended us"

Malcolm Exley
Director



Here's our quick and simple step by step process...

1. First, we'll need to hear from you, email us at info@wharncliffe.co.uk or call a member of our team on 01226 361100, to discuss and register your lead.
2. We'll then contact them, and when they agree to a meeting, we'll then contact you to confirm your lead fee and payment straight away!
3. As soon as we've met with the referred company, we'll cough up the cash!
4. When the referred company sign on the dotted line, we'll then pay you your 10% commission.

Testimonials

Wharncliffe took time to understand our requirements in all business areas and presented the Sage 200 Suite accordingly. Wharncliffe came to us highly recommended and their pre-sale approach was thorough and professional. We are confident that Wharncliffe can move us to a higher technical level whilst being able to respect and absorb the work that has gone before.

Jimmy Dickinson

Longley Farm

Wharncliffe demonstrated an excellent understanding of Saltaire Brewery's business processing needs and this gave us the reassurance we needed to push the button on Sage 200 Online. Most importantly, their pre-sale service has been totally backed up by a very smooth implementation process which is now allowing us to take full advantage of the extra financial control we have with Sage 200 Online.

Mike Kendall-Smith

Saltaire Brewery

Realitex200 allows me to get on with managing my business and supporting my sales team and we're all confident that we have the best IT base to support the next 300% growth in our business.

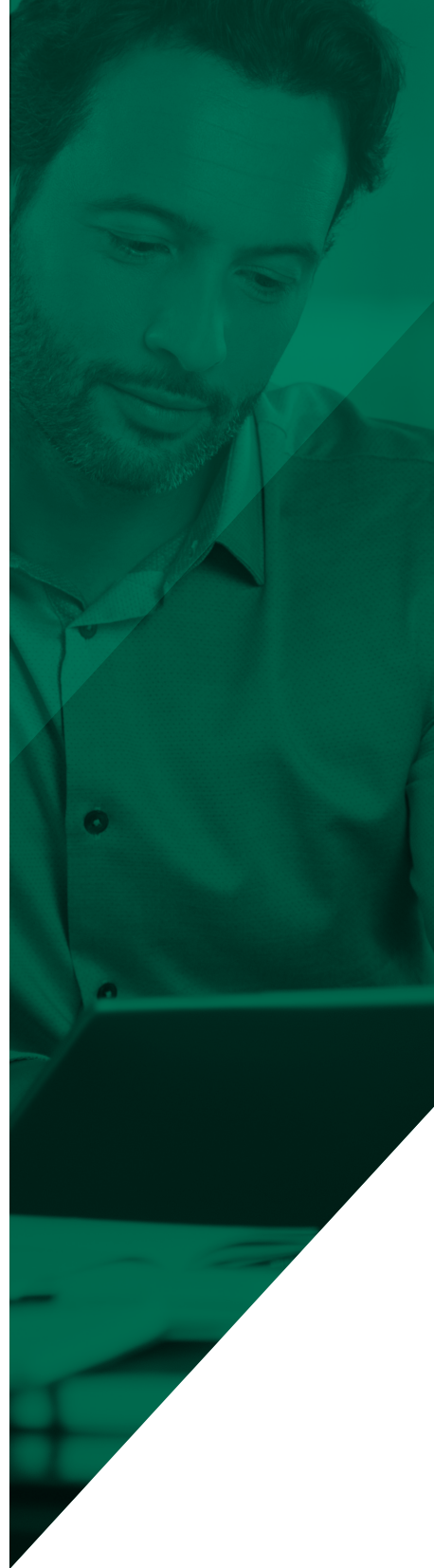
Ian Dexter

Danfloor UK Ltd

Our field based sales team now have instant access to real-time Realitex200 data using their tablets and iPhones. They can visit their customers and tell them exactly what products are available.

Andrew Bramall

Supertax





73053 Customer communications through our Sage CRM system last year



742 Site visits carried out by our Engineers and Consultants in 2018



We protected over **1603** users from Viruses and Ransomware in 12 months



Over the past 12 months we resolved over **11506** customer support cases



8424 Implementation and installation assistance hours provided in one year



637 Realitex200 users supported over the last twelve months

Wharncliffe impressed us with their technical knowledge and their emphasis on creating a relationship rather than just selling us a new system. They also understood our requirements and provided us with a realistic implementation schedule which suited our requirements.

Neil Armstrong
Campey Turf Care

We're rated **4.8/5** stars



By our customers, from over **2300** customer service surveys

Realitex200 has come a long way from the computer listing days of the late 80's and early 90's.. Now we can see what's happening in our business in real-time by simply connecting to the web and logging in to Panintelligence. Customer, stock and sales trends as well as our credit control position can all be viewed in any number of ways.

Paul Battle
Streets Interior Textiles



wharncliffe

Call us: 01226 361100

Email: info@wharncliffe.co.uk

Visit: www.wharncliffe.co.uk



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