

# Greentree steers UK Highways towards improved accounting and office efficiencies

Traffic flows on two of the UK's busiest arterial roadways was arguably, more manageable than office workflows until Greentree got behind the wheel.

## Business situation

UK Highways Management Services provides management support to two DBFO (design, build, finance and operate) companies that are responsible for operating the strategic highway between London and Warwick (M40 J1 - 15), and the trunk road across the Isle of Anglesey to the Port of Holyhead in North Wales (A55).

The company inherited what David Jones, Project Accountant, describes as an "early Sun Accounting System". Essentially, it was a double-entry bookkeeping system relying on a labyrinth of spreadsheets which consumed significant amounts of staff time; was notoriously cumbersome and potentially unreliable when it came to producing reports for management. The 'system' required manual entry of data in multiple locations, which created numerous information anomalies not to mention the lack of a basic workflow process. Quite simply - it had to go.

## Essential requirements

David envisaged a fully integrated, flexible and reliable system which could be quickly deployed and required minimal training. Most importantly, it needed to produce reports containing information that management could rely on.

## Why Greentree?

Eight potential new systems were evaluated including the option to upgrade to the latest Sun system. David says that comparatively speaking, the Sun system couldn't match



**CUSTOMER**  
UK Highways  
Management Services



**INDUSTRY**  
Roadways Management



**LOCATION**  
United Kingdom



**GREENTREE  
PRODUCT SUITE**

- Financials
- Global Finance
- Screen Customisation Manager
- Workflow
- Business Process Manager
- AutoScan
- eApprovals

## Business Benefits >>

- Straightforward 3-month system migration from Sun to Greentree. Implementation was completed without any disruption to business continuity
- The ability to manage and consolidate financial accounts for six companies within a single system, avoids the need to purchase 3rd party systems

- A single-source data entry point improves accuracy and removes the duplication of effort. This has liberated staff to work on more progressive tasks such as data analysis as opposed to data entry
- Easy accessibility and analysis of data enables the production of reports that inform the management decision making process
- Scanning and email attachment of purchasing invoices speeds-up the authorisation process. This has the flow-on effect of improving cash management
- Greentree benchmarks financial processes against best practice. This enables greater work flow efficiency

**“Greentree has given us the confidence of operating in a best practice financial management and reporting environment. This has enabled us to raise the bar on workflow and office efficiency.”**

*David Jones, Project Accountant - UK Highways Management Services*

Greentree’s functionality at that price level. The fact that the expertise required to implement Greentree could be provided by the local UK-based Greentree Business Partner, made it the compelling choice.

#### **Smart phased implementation**

David explains that implementation needed to happen fairly quickly to coincide with a new financial year and before the annual license fee on the old system became due. The Greentree Business Partner’s Consultant quickly grasped the requirements which the Project Manager translated into a reasonably brisk, phased implementation plan. With little, if any disruption to business continuity, the end-to-end implementation process went according to plan. “Essentially, the migration from Sun to Greentree was remarkably straightforward with Greentree going fully live within 3 months,” David says.

#### **Six companies – one system**

UK Highways is a group of six companies which was difficult to keep track of, let alone manage, in the old Sun system. Greentree provides the flexibility to manage and consolidate multiple companies within one fully integrated system. David says that even if you consider this factor alone, Greentree has saved UK Highways a lot of money by avoiding the need to purchase 3rd party systems. Other systems could provide this functionality but at additional cost.

#### **Quality reporting that informs the decision making process**

Previously, an inordinate amount of time was spent entering and re-entering data in multiple locations – data management was an immediate issue. The old adage, ‘if you can’t measure it, you can’t manage it’ held true, since the reports produced could not be relied upon to guide management decision making.

Without doubt, a stand-out value for David has been the amount of progressive time now spent on analysis and interpretation of

data instead of data entry. Management now has the peace of mind of knowing that the information appearing in reports can be relied upon. Greentree delivers a standard and quality of reporting UK Highways has never had before.

#### **Scan invoice saves time**

Another time saving factor is the ability to scan an invoice into Greentree and send it as an attachment to the person responsible for authorising it. David says this is invaluable since the authorising person is usually a Project Manager who is often off-site. This has a flow-on effect by improving the speed of the invoicing and payment process, which ultimately will improve cash management.

#### **Work just flows**

Implementing Greentree has enabled UK Highways to effectively benchmark its business processes against best practice. David is relieved that better efficiency has been introduced to office work flows and management finally, have the right tools for the job.



**ABOUT UK HIGHWAYS MANAGEMENT SERVICES**  
UK Highways Management Services provides management and administrative support to two DBFO (build, design, finance and operate) companies responsible for the UK’s M40 & A55 highways.

#### **ABOUT GREENTREE**

Greentree International specialises in developing highly effective business management software solutions. The Greentree product has been developed by the authors of CBA, arguably the most successful business software package for small to medium sized businesses in Australia and New Zealand.

In choosing Greentree you are selecting a business system that will truly empower your organisation today and grow with you into the future. The Greentree Partner Network provides a highly skilled local support team that will ensure you achieve tangible business benefits. Greentree has also been recently recognised as a global ‘Rising Star’ by MIS magazine Australia.

For more information visit: [www.greentree.com](http://www.greentree.com)

**Greentree**<sup>®</sup>  
BUSINESS-BUILDING SOLUTIONS  
*"very, very, responsive!"*