



*“Opera II has significantly helped us to improve turnover, which has risen by 20% since installation”*

**Number of Users:** 10

**Modules:** System Manager, Sales Ledger, Purchase Ledger, Nominal Ledger, Invoicing, Sales Order Processing, Stock Control, EC VAT, Payroll, Toolkit, Reporter, Purchase Order Processing, Cashbook, Multi-Currency.



## Bailey Morris

### CUSTOMER PROFILE

Established in 1977, Bailey Morris is a leading specialist propshaft manufacturer for a wide range of automotive and industrial applications. Their production operation caters for scheduled batch production, prototype manufacture or single orders.

### CHALLENGE

Bailey Morris required a financial and business solution that could take the company to new levels of customer service whilst retaining the unique dynamics that have made them a success over the last 27 years. They wanted a solution that would improve their business processes and consequently customer service, to ensure that they were ahead of the competition.

### SOLUTION

Having been a Pegasus customer since the early 1980s, most recently using Opera, Bailey Morris decided that the obvious solution was migration to Opera II. Kevin Head, Sales Director, explains: "Having used Opera for the past seven years, for us it was simply a question of whether Opera II was a significant improvement over and above what we have been accustomed to. We wanted to be at the forefront of current technology as well as one step ahead of our competitors. Upgrading to Opera II has given us the edge we were seeking. It has helped boost business and keep our customers happy; in doing so, it's also improved staff morale."

Key features for Bailey Morris included the multi-currency capabilities, the integration with Outlook, the detailed on-screen information including drilldown facilities, and the ability to analyse their business better with the use of visuals. However, the most important factor was that Opera II could be tailored to meet their exact requirements.

### RESULTS

A specific requirement which was an important factor in the decision to upgrade was their need to have the Sales Order Processing module bespoke to create a stock check feature on a specific part number. Previously they had used books and Excel spreadsheets to look for and record this information, which had been very time-consuming. Kevin enthuses: "It saves time and eases the frustration of having to check through various paper sources, especially while a customer is on hold on the telephone. It's helped to enhance our service and has been received well by all our customers. Most importantly, it's provided us with the competitive edge we've been seeking, as none of our competitors in the UK have this level of functionality."

Pegasus Software was established in 1982 and our core business has always been developing PC-based accounting and business software solutions for small and medium-sized businesses. We have been a market leading supplier of modular software for over 20 years, and we have an in-depth understanding of the small and medium-sized market. This enables us to produce innovative software solutions that add real business benefits and value to our customers.

All Pegasus products are sold and supported through our highly skilled network of Pegasus Partners. This is because we believe that our customers are best served by a channel of dedicated, independent specialists who can provide top quality local Pegasus support. Our Partners provide a complete service, from pre-sales consultation to installation, training and after-sales support; ensuring that our customers buy the Pegasus product that is right for their business.

Impressed with the overall functionality of Opera II, Kevin concludes: "Opera II is generally more efficient than previous packages in terms of functionality, adaptability and improvement in service areas such as response times and sales analysis. The range of reports is better, it's easier to access information and that information is much clearer. It has significantly helped us to improve turnover, which has risen by 20% since installation."

## THE PARTNER CONNECTION

Pegasus delivers Opera II through a network of Channel Partners. For details of your local Pegasus Partner and more information on the advantages Opera II could bring to your business, contact the Pegasus team on **0800 919704**; alternatively, e-mail [info@pegasus.co.uk](mailto:info@pegasus.co.uk) or visit [www.pegasus.co.uk/findapartner](http://www.pegasus.co.uk/findapartner).



**Pegasus Software, an Infor™ company**

Orion House Orion Way  
Kettering NN15 6PE

**Freephone UK:** 0800 919704

**F** 01536 495001

**E** [info@pegasus.co.uk](mailto:info@pegasus.co.uk)

[www.pegasus.co.uk](http://www.pegasus.co.uk)