



The Lamp Company

CUSTOMER PROFILE

Formed in 1990, The Lamp Company is now the UK's leading supplier of lightbulbs and specialist lamp units. The company has a depth of experience unrivalled in the industry, covering a variety of products from medical lamps, airfield lighting, low energy bulbs and other specialist units.

CHALLENGE

Having reached a turnover in excess of £2m, and with the number of staff and products increasing to support their growth, The Lamp Company wanted to ensure that they were using the most up-to-date technology and most advanced functionality.

The biggest issue facing The Lamp Company was stock control and maintenance. According to company director Alex Whitelaw: "Without complete control over stock, our business simply does not function. Sage's Stock was limited, and it was for this reason we chose Pegasus. Any software purchase had to revolve around this as the key deal-breaker."

SOLUTION

The Lamp Company were happy with the functionality of their Opera system and did not think they would be upgrading so quickly. However, after attending an Opera II seminar, they realised how much additional functionality was available in Opera II and the vast benefits it would bring to their business. Their three main reasons for migration were:

- The functionality of the Opera II Stock module, which provides integration into the Nominal Ledger as well as the ability to write notes against each stock item, dormant stock item options and more flexibility with serial traceability and batch traceability.
- The advanced reporting facilities of Pegasus XRL, which ensure The Lamp Company can get critical information out of the Opera II system and into Excel, without the time-consuming re-keying they had to do in the past.
- Online Filing with Opera II Payroll, which enables them to file their end-of-year returns online, making end-of-year payroll processes more secure, convenient, quick and easy.

RESULTS

Migration from Opera to Opera II was smooth. There was no disruption to the business and Alex noticed that the staff instantly liked the new software. The Stock Control module has enhanced their daily business practices and Alex believes it has given them an edge over the competition. With an infinite number of stock codes, and a possible 50 part numbers per lamp, the ability to drill down to each of them has helped to organise their stock and enhance their customer service. Alex explains: "Phone calls to sales staff used to take up to an hour, and now they rarely take longer than 10 minutes. With nine sales personnel taking up to 2,000 phone calls a week, this amounts to big time savings, allowing us to deploy this time elsewhere and the sales staff to be more proactive."

“ When we saw Opera II in action, we knew instantly that we had to take the next step up the ladder ”

Number of Users: 20

Modules: System Manager, Sales Ledger, Purchase Ledger, Nominal Ledger, Invoicing, Sales Order Processing, Stock Control, Payroll, Personnel, Toolkit, Reporter, Purchase Order Processing, Cashbook, Multi-Currency, Pegasus XRL



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.

The Lamp Company also filed their returns online for the first time using Opera II Online Filing Manager. Alex comments: "We were really impressed by how easy it is and how much time it has saved us!"

Impressed with the functionality of XRL, Alex enthuses: "XRL is the jewel in the crown and was the main reason for upgrading to Opera II. We can now run reports in minutes rather than days, not to mention amending data in Excel and writing it back into Opera II. With the amount of stock we manage, this is especially useful when making stock adjustments or amending prices. It's easy and saves us a huge amount of time because we no longer duplicate work."

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** or visit **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

www.pegasus.co.uk