

CUSTOMER SUCCESS STORY

A-One Insurance Group see big benefits after moving to iplicit

iplicit



Sector
Insurance



Previous Finance System
Sage 50



Number of iplicit users
88



Go Live Date
October 2021

iplicit solved 'horrendous' pain and provided better reporting for A-One Insurance Group

A-One Insurance Group turned to iplicit to solve the "horrendous" pain of trying to run a rapidly-growing group of companies with Sage 50 – an experience which was like "driving the business blind".

"There are nine companies within the group and we have well over 150 staff throughout the south coast," says Sarah Smith, Group Operations Director.

"We worked with Sage 50 and I have to say, the pain we went through was horrendous.

"Information wasn't being consolidated. There were replication conflicts. We were driving the business blind.

"And then when Covid hit and we were going hybrid, nothing worked."

Researching and choosing iplicit

A-One Insurance turned to iplicit after doing some research into the options on the market.

Xero was "just too basic for what we needed".



"The real time reporting has been business changing. We've been able to consolidate all the businesses at once, so we can grab some really realistic and up to date snapshots at a moment's notice.

And most importantly, we know it's reliable."

Sarah Smith
Group Operations Director



On the other hand, products such as NetSuite, Intacct and Dynamics seemed “just too complex and expensive”.

“We were kind of stuck,” she adds.

The company heard about iplicit by recommendation.

“It was unlike anything we’d seen before,” she says.

“The iplicit team attentively listened to our needs. And the icing on the cake was the fact that from the moment we decided to proceed to getting people set up and trained, it literally took 15 days.”

‘Everything we wanted’: A-One Insurance’s experience of using iplicit

“iplicit is a dream,” says Danielle Morris, Accounts Manager at A-One Insurance Group.

“It was everything we needed and wanted it to be and more.”

With iplicit’s multi-entity accounting features, users at A-One Insurance can easily see the consolidated financial picture from a simple profit and loss perspective. They can easily switch between the overall view of the group and a close-up look at any individual part of it.

Bank statements are imported and a host of everyday accounting tasks automated. If any duplication has crept into the system by human error, it can be spotted and flagged.

Sam Perkins, Assistant Management Accountant, adds: “The user interface is really easy to use, really intuitive. Two clicks from the top and you can find exactly what you’re looking for.

“It makes my work a lot easier, quicker and more efficient. It’s like a night and day difference. And it’s



cloud-based so you’ve got the ability to work anywhere.”

‘Business-changing’ reporting and information with iplicit

Like many iplicit users, A-One Insurance Group values the ability to see comprehensive financial information in real time, without having to wait for figures to be laboriously compiled at month-end.

“The real time reporting has been business changing,” says Sarah Smith.

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iplicit's implementation and support is 'exceptional'

A-One Insurance Group is full of praise for iplicit's UK-based support and implementation teams.

Implementation began with the iplicit team listening to the pain the business had experienced with Sage 50 and what its requirements were for the replacement. iplicit was configured to meet the group's needs – and Sarah Smith says the process went smoothly.

"The relationship with iplicit has been exceptional. You can clearly see the expertise that they have within the organisation," she adds.

"You're getting a high-end product for a really cost-effective price, which really goes to show that they care about the product that they're providing."

"iplicit is a dream, it was everything we needed and wanted it to be and more."

Accounting software for insurance brokers

Our powerful, true-cloud accounting software for insurance brokers offers the visibility and control that insurance companies need from a finance system, in order to drive consistent growth, coupled with the flexibility required to pivot and adapt to the ever-changing landscape.

It takes weeks rather than months to set up so there's no need to wait for a long-winded ERP implementation. Insurance companies can start realising the benefits straightaway.

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