



The Whale and Dolphin Conservation Society

CUSTOMER PROFILE

WDCS, the Whale and Dolphin Conservation Society, is the only global non-government organisation dedicated solely to the protection and conservation of whales, dolphins and their habitats. WDCS takes action to stop the many threats facing whales and dolphins, such as whaling and entanglement in fishing nets, and to protect the animals and the places in which they live. The charity achieves its aims through political campaigning and lobbying, conservation projects and world-class science, research and education initiatives.

WDCS relies entirely on the generosity of individuals and grant-giving bodies to continue its vital work. The organisation employs 50 staff in the UK alone, and has many hundreds of volunteers. Now in its 21st year, WDCS has a turnover of £4million.

CHALLENGE

WDCS used Pegasus Opera for many years, and recently decided to upgrade their systems. This was necessary as they were keen to improve their reporting and were looking for new ways to get key business information out of their systems. As a consequence they decided to look at the products available on the market.

SOLUTION

The Society felt certain that Opera II and XRL would not only meet all their needs but could also provide additional benefits; Mark Oliver, Finance Manager, comments "the XRL module is a fantastic tool. You can get information out of the system in a format that you can work with, and there is no need to re-key any information. It is fast, accurate, intuitive and easy to use."

And as WDCS were already using Opera 16, there were no issues with data transfer: it was made easy by their Pegasus Partner, so this was an added bonus of selecting Opera II.

Mark said that "environmental issues are at the heart of WDCS work so the ability to save paper was another benefit of Pegasus XRL. There is no need to print off pages upon pages of reports. Instead, we can e-mail Excel spreadsheets taken from XRL and, using pivot tables, the recipient can drill down into the transactions and view what they want, when they want. This also saves us a lot of time. And the BACS functionality is much better than Opera 16, which we used to use, and this makes life easier."

Mark added that he likes the appearance of Opera II as it is similar to MS Outlook.

"XRL is a fantastic tool, you can get information out of your system in a format that you can work with... It is fast, accurate, intuitive and easy to use"

Number of users: 5

Modules: System Manager, Sales Ledger, Purchase Ledger, Nominal Ledger, Invoicing, Sales Order Processing, Purchase Order Processing, Stock Control, Toolkit, Cashbook, Advanced Nominal, 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.



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RESULTS

"We have found that XRL gives us the ability to interrogate the financial system, enabling us to track VAT from invoices through VAT control accounts and back to nominal ledger accounts. This helps us with our partial VAT recovery and ensures irrecoverable VAT is charged to the correct activity. And the use of the XRL Upload facility saves us time. By importing large journals directly from Excel we save time and avoid input errors by not needing to re-key information".

Mark continues, "There are benefits to using modern solutions like Opera II. In addition to saving time and paper, we have benefited from improved reporting and analysis".

Opera II and XRL can bring efficiencies to any organisation. You can get information out of the system, interrogate it, drill down into it and share it with other people. Budget holders can ask for information and using XRL together with Excel lookups, filters and pivot tables you can find what you want to know.

Mark concludes, "Opera II gives us better control, saves time and allows easy access to business information to enable informed decisions to be made".

THE PARTNER CONNECTION

Pegasus delivers Opera II through a network of Channel Partners. WDCS works with Profile, a Pegasus Strategic Partner and winner of the Pegasus Partner Excellence Award for 2 years running. Mark Oliver says, "With Profile we have received much more than a computer system. We have found that the people at Profile are very approachable and responsive. We have a good relationship with them and are hoping to continue to build on it."

Chris Butler-Stroud, WDCS Chief Executive continues, "Working with Profile has brought us many more benefits than just a financial system. Pegasus XRL has helped us to make huge operating cost savings, allowing WDCS staff to concentrate on delivering our core objectives. Efficient, effective and value added – a real partner in delivering our vision".

For details of your local 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.