

# ENHANCED

Technology For Better Business Performance

## U-DRIVE



**Client:** U-Drive

**Sector:** Transport and Logistics

### IMPROVED EFFICIENCY ACROSS MANAGEMENT AND ACCOUNTING SYSTEMS.

With a Head Office in Poole, U-Drive Ltd are specialists in car, van, truck and minibus hire, operating a network of 15 rental locations based across Hampshire, Dorset, Wiltshire, Devon, Somerset and Wales. These include three workshops, two MOT centres and two sales showrooms.

#### THE CHALLENGE

With business growth and branch expansion, U-Drive reviewed their customer demands and overall company processes. It became evident that their current systems were no longer capable of capturing and producing the level of details required with their changing demands, which meant that they were doing manual reporting and using time-consuming accounting and purchasing procedures. U-drive needed a more efficient management and accounting system that would be able to support their current needs and meet the future demands of the business as it continues to grow. The company has a turnover of £11.2m and employ 149 staff.

#### THE SOLUTION

Enhanced undertook a complete systems audit to become fully aware of the existing environment. As a result of their findings, Enhanced installed Access Dimensions and Focal Point, as well as a Sugar CRM system.

#### THE RESULTS

Dimensions gave U-Drive reliable account and key reporting systems. Detailed accounts can now be analysed and broken down to each location, business unit, service and product line. Focal Point has streamlined all their purchasing, adding greater control, accurate stock accounting and eliminating manual reporting. The Sugar CRM system allows the sales team to develop and manage customer accounts, with analytics to accurately assess ROI on any marketing investment.

#### THE BENEFITS

- Full work flow based 'purchase to pay'
- Greater flexibility
- Significant improvement in budgetary control
- Each location/unit can be assessed individually
- Excellent visibility
- Labour saving
- Economies of scale
- Backed by a proactive and highly-skilled support team.

"I was looking for a supplier that was reliable and creditable. I needed a company who could help improve our processes and systems, but the key to finding the right partner was to find one who could provide excellent support and customer service. I found this when I found Enhanced."

Richard Sutton,  
General Manager, U-Drive