

## Accounting software overhaul supports 40% growth for cycle distributor

**Hot Wheels International, a leading bicycle and skateboard distributor, has invested in IRIS Exchequer in order to keep pace with the company's expansion.**

The distributor, which counts Halfords Group amongst its customers, has experienced 40% growth following its further expansion into the mountain bike sector with GT bicycles.

Their previous accounting software, Sage Line 50, could no longer support their needs so they chose IRIS Exchequer on the strength of its reporting capabilities, and in particular, the system's Paperless module.

The Paperless module processes invoices, purchase orders and statements in IRIS Exchequer and immediately sends them out via email, saving vast amounts of time and money. This is extremely valuable when the accounts team has to deal with the company's distribution office, where daily reporting and speed of response are crucial to fulfill customer orders promptly.

Hot Wheels was very impressed by the features that IRIS Exchequer offered, including its Microsoft Windows XP look and feel, as ease of use was paramount to the team, and its drill-down capabilities which ensure the software follows a logical sequence and mimics the thought processes of an accountant.

Long-term plans for the package include rolling it out to the company's field sales force, using IRIS Exchequer's thin client technology. This will enable them to access real-time stock and accounts information on the move, by accessing IRIS Exchequer over the Internet.

"Our recent expansion means that the accounting function is more important than ever. IRIS Exchequer has proved to be a robust, stable and logical package - exactly what we needed," said Russell Merry, Partner at Hot Wheels International.

"Our accounts manager has worked with many different packages over the years, but IRIS Exchequer is the only one which thinks like an accountant. This might seem obvious, but it's amazing how difficult some packages can make it for you to find what you're looking for quickly. You never have that problem with IRIS Exchequer."

"As our business grows, we're relying more and more on the time-saving benefits such as those offered by the Paperless module," he continued.

"The bike industry is getting more tech-savvy all the time, so it was important that we invested in a package with a lot of scope for both our current and future needs. We're looking to the long-term with IRIS Exchequer."

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