

# Sage 200

## Half time report for the Irish Football Association



### Customer

Irish Football Association

### Industry

Sport and Leisure

### Location

Belfast, Northern Ireland

### System

Sage 200

Like bringing a fast new winger onto the team with the ball at their feet ready to strike, introducing new software has given the Irish Football association new levels of speed and efficiency.

In this case, it's Sage 200 which pulls together complex data into easy to understand management reports in half the time it used to take.

Accountant John Toner explains: "Previously we had to export data into Microsoft Excel to produce reports on spreadsheets. By reducing manual effort, we've almost halved reporting timescales."

Now reports for the board of directors, including accounts, profit and loss and analysis of costs for international matches are created on a regular basis throughout the season, helping them assess performance and direct tactics for the forthcoming financial year.

“Previously we had to export data into Microsoft Excel to produce reports on spreadsheets. By reducing manual effort, we've almost halved reporting timescales.”

John Toner,  
Accountant

### Greater insight for the big picture

As the governing body for football in Northern Ireland, the Irish FA look after the interests of 960 football clubs and 25,000 players. With an increasing volume of data and more complex levels of organisation, they had outgrown their previous systems and needed to bring in a new referee to keep their business in order.

But, it was important to keep some familiar faces to maintain home-crowd support, as John explains: "We did look at competitive products, but we felt that Sage 200 fitted best with where we wanted to go as a business. It meant that we would be using a system similar in look and feel to the software we were replacing, which would make it easier for our users to adopt."

### Getting off to the right start with local support

With new tools being introduced, it was also important for the Irish FA to bring their team up to date, which they did through training with Sage Business Partner Pinnacle. It soon fell into place, as John explains: "By the end of a fortnight using it had become second nature."

### More choice, more freedom

With a fast, accurate and up to date reporting process in place, thanks to Sage 200, the Irish FA have also made great progress streamlining other areas of their business, including day-to-day accounting and financial admin. Even having cheque printing saves time as John explains, "Handwriting cheques is now a thing of the past and paying invoices has become quicker and smoother. It all adds up to greater efficiency."

Sage (UK) Limited  
North Park  
Newcastle upon Tyne  
NE13 9A A

T +44 (191) 294 3000  
F +44 (191) 294 0002

[www.sage.co.uk](http://www.sage.co.uk)

To find out more about Sage 200, visit:

[www.sage.co.uk/sage-200](http://www.sage.co.uk/sage-200)  
or contact us on 0845 111 9988