

London Financial Firm Upgrades to Acumatica, Trades Data Problems for New, Flexible ERP

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OVERVIEW

Founded in London in 2005, Fixnetix is a leading managed service provider for the global financial community. Over the last decade, Fixnetix has built a reputation as an award-winning international technology vendor. Fixnetix clients include major banks and financial institutions. The fast-growing firm chose Acumatica as its ERP provider because it needed a more robust and reliable accounting system, one that could handle multiple currencies and subaccounts.

SITUATION

Fixnetix provides market data, trading access, liquidity venue connectivity, and pre-trade risk management globally for market makers, investment banks, hedge funds and proprietary trading houses. By facilitating low-latency, resilient, and secure trading, Fixnetix enhances operational efficiencies for the world’s electronic trading communities and has grown rapidly.

Initially, Fixnetix ran the company using QuickBooks for its U.S. and UK operations. But the firm quickly outgrew the software. The program was too small for the volume of data handled, and it lacked the functionality Fixnetix required. Processing speeds were slow, and report generation took ages. QuickBooks would also lose customer accounts, which required a data rebuild fairly often.

Additionally, it took over 30 minutes to run a financial report, and customer accounts would be lost at least once a month, both which caused major headaches.

SOLUTION

Acumatica partner Tascoli (Cloudaccountinguk.com) frequently fixed Fixnetix’s QuickBooks data errors, which led to a conversation about changing vendors and an introduction to Acumatica, says Shaun Jackson, Director of Finance for Fixnetix.

“We were just looking to fix the errors at the time, but once we learned about Acumatica and reviewed other cloud products, we decided to implement Acumatica,” Jackson says.

“I was looking for a system that was much more robust but still easy-to-use. We needed more granular reporting and specific functionality for our deferral accounting and consolidation. We also needed a system that was fully multicurrency.”

One of the reasons Jackson chose Acumatica was because the company offered an unlimited-user pricing model.



COMPANY

- **Location:** Headquartered in London, with offices in Boston, New York, and Tokyo
- **Industry:** Private Investment Firm

KEY RESULTS

- Improved financial reliability
- Gained flexible subaccount structure
- Boosted employee productivity, saving days of work
- Gained multi-currency reporting and consolidation
- Improved financial reporting capabilities
- Reduced reliance on accounting, boosting productivity

"We found Acumatica to be a very good value compared to the total cost of the other mid-range ERP systems we reviewed," he says.

With QuickBooks, Fixnetix lacked a process for deferred revenue because QuickBooks simply memorized and repeated transactions. Jackson adds that QuickBooks also had a very limited cost center feature: essentially, a transaction can only be allocated to one cost center.

Although Acumatica is a cloud-based system, it can be deployed in-house. That flexibility allowed Fixnetix to install Acumatica on its own servers, which the company needed to comply with its high security standards. Acumatica is accessed through a secure connection.

The implementation of Acumatica was quick, taking only a month, and the go-live was on time. "The team at Tascoli was well-organized, and the project was wellplanned," says Jackson. "Work was carried out to a high standard, and the charges were fixed. There were no overruns."

"The Tascoli consultants have a good knowledge of Acumatica and an understanding of our business needs," he adds. "On-going support has also been at a high standard."

"The Acumatica financial report writer is easy-to-follow, yet provides all the features we need for good reporting. All reports have click-through links to sub-reports and the underlying transactions."

– Shaun Jackson, Director of Finance, Fixnetix

RESULTS

The bulk of Fixnetix services are provided under a service contract that spans a number of months. "Billing is carried out before the actual month of service, so it is very important to be able to account for revenue and related expenses in the correct period," Jackson says.

Acumatica creates the deferred schedules from the invoices and allocates the income over the period of the contract. It also provides reports that show the remaining balance of deferred revenue as well as the projected income. "This is something that took the accounting team days to do each month using spreadsheets," Jackson says.

The ability to leverage subaccounts added a new dimension to the reporting of sales, profit, and loss, he says. "Now it is possible to view these values by customer, product grouping, and supplier."

With Acumatica, Fixnetix used the multiple segmented account codes to separate branches as well as subaccounts to track revenue and expense down to product group, client, and supplier. Using the deferred revenue and expense features in the system eliminated a large amount of work at month end, Jackson says.

Jackson says Acumatica's pricing structure helps them save money. "No longer is there a cost implication in rolling out the system to new users," he said. "We will be extending the system to the consulting employees, who outnumber the accounting team, but there is no additional software license cost."

"Within two months, we reduced the work and the time spent preparing management accounts," he adds. "It used to take 10 work days to complete what now takes 7 days. Most of the time savings is due to the automation of billing and deferred revenue/ expense. Before, we had to manually generate invoices and deferred postings via journals, which was very time-consuming."

"I am now looking forward to having the other executives make use of the reports and dashboards whenever they want instead of having someone in my finance team prepare the figures for them. The immediate benefits have been the extensive accounting and the deferral processing. And, of course, Acumatica is quick and stable."

Jackson plans to continue to extend Acumatica further into Fixnetix. "Integration with our Concur management system is next followed by the creation of workflows and approvals," he says. "We are expecting the flexibility of the system to enable us to grow the business by achieving significant cost savings through the introduction of contract margin reporting and timesheets."