

GOODMAN MASSON



Goodman Masson were established in 1993 to focus on providing a specialist financial recruitment service to clients ranging from leading FTSE 100 companies, Investment Banks and Professional Partnerships to SMEs, start-up ventures and non profit bodies. They have specialist divisions

covering financial recruitment from Director level roles down to ledger staff and service the full range of permanent, temporary and contract requirements.

Their success has been achieved through a philosophy of excellence in standards of recruitment quality of candidates and customer services all delivered by what they claim are the best consultants in the industry.

Live in 12 weeks

Getting a new system successfully in from scratch and up and running in 3 months can certainly be classed as a major achievement so I was keen to find out just exactly how this feat had been completed and met with Paul Glynn, Goodman Masson's Financial Controller to find out.

Paul is a Chartered Accountant and qualified with Moore Stephens, he subsequently took some time out to travel the world before moving into industry where he joined an international coffee distributor before approaching Goodman Masson who immediately saw his potential and offered him a position and joined them in August 2005."

I asked Paul what was the reason for the FastPath implementation and he said, "We really wanted to get it done for year-end as it would have been a disaster on our old system, so this was our main driver." He went on to explain further, "We chose

to take a FastPath fixed price contract which meant that we would have to work together very closely in the project given the time plan, however both our internal IT and payroll resource is very strong so we did quite a lot of preparatory work before our January 2006 start date."

I was interested to see what impact the project had on Paul's busy day to day schedule and asked the question so, how was it for you? He responded, "For me it was fine as both Kirsty Bridgewater our own IT guru and Sarah McIlroy our Payroll Manager really drove the project with the able help and assistance of Mark Howes, Safe's excellent technical

implementer on the project, I

Goodman Masson recruits Safe Computing to help deliver a 3 month 'FastPath' implementation.

only really got involved when needed to make the more strategic decisions.

The whole team were great and from Safe's perspective the consultants were absolutely fantastic and very supportive, from the moment they arrived to the minute they finished, whether it was programming issues or whatever they just rolled their



Case Studies

Client - Goodman Masson

sleeves up and got stuck in, true professionals.

Of course there were challenges along the way with such things as data corruption issues, etc but the team soon sorted them out and I'm very pleased

'The system is working very well and seems to be living up to what we were told...' Paul Glynn, Financial Controller for Goodman Masson

with what they've delivered." I continued, so what do you think of the system now it's being used in anger? Paul responded, "The system is working very well and seems to be living up to what we were told by people

we talked to during our evaluation process. In terms of the business benefits we are now more efficient and as a company we can offer a more sophisticated service, we can have different billing options which gives us more operational flexibility and of course is a great selling point for us. So we'd talked about the implementation but I was interested to find out why the company choose Safe in the first place? Paul replied, "Basically their reputation in the marketplace, we didn't hear a bad word about Tempest. When it came to the demonstration phase they just gave us the confidence that the system could do precisely what we wanted currently but would

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grow with us. On the financial side they were very good and flexible which basically enabled us to

put our plans into practise." The implementation went live in 12 weeks which is certainly in no small part due to the total dedication and skill of the team involved and I asked Paul if you had to do it

again what would you do different and he said not surprisingly, "Start a little bit earlier. It was very intensive for the people involved although I guess shouting 'Tempest' every day for 3 months is probably much more preferable than shouting 'Tempest' every day for 6 months!" Finally, I was interested to find out what Paul thinks the future holds for Goodman Masson and Safe? He replied, "We are

Size: 200 temps plus permanent recruitment

Marketplace: Financial Recruitment

Modules: Tempest Pay and Bill and Tempest Scanning

Benefit: Increased efficiency, better service levels, improved technology

a dynamic, fast moving company and we need dynamic partners to help us achieve our future growth plans we believe we will have one such partner in Safe Computing and I would certainly have no hesitation in recommending them to other companies."

Background

FastPath is a fixed price rapid implementation delivery of software and implementation services. It's designed to get emerging agencies up and running quickly with any back office component of the Tempest Suite. Tempest is the main back office solution for recruitment agencies in the UK and processes in excess of 14,000,000 payee payments and related invoices per annum.