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GlobeCast London Chooses ACCPAC Advantage Series for Platform Flexibility and Superior Accounting Capabilities

ACCPAC Advantage Series Proves an All-In-One Solution

A world leader in communications technology, GlobeCast provides broadcasters, businesses and communications companies around the world with end-to-end satellite transmission and production services for video, audio and broadband Internet content. The company was created in 1997 when the resources of France Telecom's diverse broadcast and broadcast-related entities were combined into a single business entity. By 2001, the GlobeCast London office had outgrown the capabilities of their existing accounting system. They needed a fast, efficient way to import financial information into Excel reports, the ability to run their accounting system on Linux-based servers and support for financial transactions with international clients.

Graham Knights, GlobeCast Senior Financial Accountant, was responsible for finding an accounting system that could run on Linux and also provide advanced accounting capabilities. "We wanted a totally flexible accounting solution that would enable us to easily produce management reports," explains Knights. "For example, more and more of our staff are using financial information in sales meetings, so we need to be able to provide this information as quickly and easily as possible. As a leading provider of satellite and digital services Europe-wide, we also needed multicurrency functionality."

GlobeCast returned to SystemLink, the company that implemented their original ACCPAC® solution, for help to find a system that offered the end-to-end accounting capabilities they needed on a flexible Linux platform. After analyzing GlobeCast's requirements, the consultants at SystemLink proposed ACCPAC Advantage Series 5.0 on Red Hat Linux. This robust Linux solution delivers the specific business management features needed by GlobeCast London today, while providing the flexibility to support future growth.

SUMMARY
GlobeCast is a leading digital broadcasting and satellite services company. The GlobeCast London office had outgrown the capabilities of their existing accounting system. They needed a fast, efficient way to import financial information into Excel reports, the ability to run their accounting system on Linux-based servers and support for multiple currencies. ACCPAC Advantage Series™ Enterprise Edition 5.0 on Red Hat® Linux® provides GlobeCast with a strong financial management system that delivers advanced management reporting and multicurrency capability on a flexible and scalable IT foundation.

CLIENT PROFILE
As the satellite services subsidiary of France Telecom, GlobeCast was created in 1997 by combining the resources of France Telecom's diverse broadcast and broadcast-related entities. Today GlobeCast has a presence in 10 countries and 800 employees worldwide.

BUSINESS CHALLENGE
To achieve greater time and cost efficiencies, GlobeCast London required an accounting system that could operate on a Linux platform and allow their staff to access financial information on demand. GlobeCast also needed a system with complete multicurrency capabilities to support their financial transactions with international clients.

ACCPAC SOLUTION
ACCPAC Advantage Series Enterprise Edition 5.0 running on Red Hat Linux
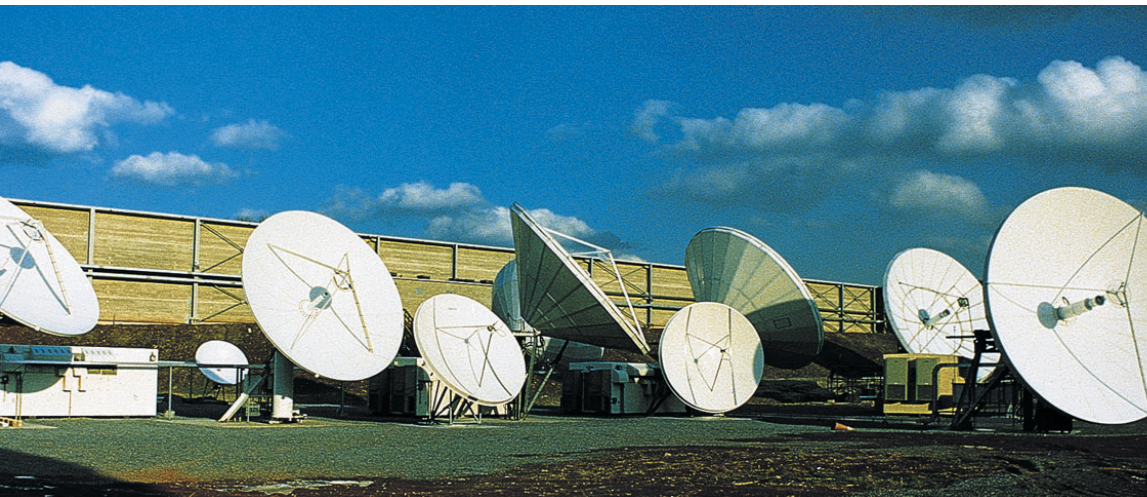
BENEFITS
The business systems for the London office (satellite delivery system, accounting system and company intranet) now run on the same Linux-based servers. Their IT system is significantly more stable and it is much easier to share information across the enterprise. ACCPAC Advantage Series has added further value to by providing the sophisticated multicurrency functions the company needs to facilitate international business relationships. In addition, managers can now produce their month-end reports in Microsoft® Excel at the touch of a button.

INDUSTRY
Digital Broadcasting

GEOGRAPHIC LOCATION
Europe

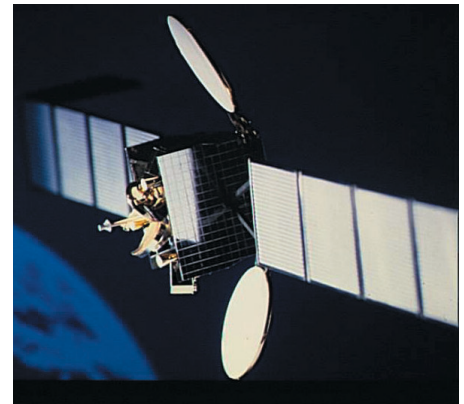## Flexible, Scalable and Compatible with any Platform

GlobeCast London wanted to run all their key systems on their Linux-based IBM servers to benefit from the associated cost-savings, system stability and flexibility. "One of the key advantages of ACCPAC solutions is that they are platform-independent," observes Bill Williams, Managing Director of SystemLink. "So whether a user wants to run on an open system like Linux or on Microsoft® Windows NT, they are able to benefit from advanced accounting capabilities. In this case, GlobeCast needed to migrate their accounting system to Linux as part of their overall IT strategy for the company."

Commenting on the installation from an IT perspective, Marco Tinnirello, GlobeCast's IT Manager, points out, "Our satellite delivery system is based on a cluster of Linux servers, as is our company intranet, so to have the accounting system also Linux-based gives us obvious advantages in openness and flexibility across our business systems. Our current IT infrastructure is 100 percent more stable now, and the Web-based design of Advantage Series means that the solution connects straight to the server."

Because all Advantage Series editions are built on a single, open, multitiered architecture, the London office was able to upgrade their system with minimal additional training and complete preservation of all existing data, including all of their customized screens and reports.

"Another key requirement was a smooth migration, with the least disruption to our workforce," adds Knights. "We were very pleased with the upgrade process. Advantage Series 5.0 meets all our needs today, and also gives us flexibility for the future."

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Powerful Management Reporting and Multicurrency Features

The installation of Advantage Series 5.0 provided the GlobeCast London office with a wealth of new software features including enhanced multicurrency support. "As a European company delivering news, sport, entertainment, data and communications via satellite and Internet technology all over the world, we need to operate in multiple currencies," explains Knights. "The sophisticated multicurrency support provided by Advantage Series is crucial for us."

Solution	Functions	Benefits
ACCPAC Advantage Series Enterprise Edition 5.0	Web-based Accounting and Operations	• Platform independent • Flexible accounting solution • Advanced management reporting functions • Multicurrency capability • Easy to scale • Smooth migration from existing system

About GlobeCast

Created in 1997, GlobeCast is a global leader in professional broadcasting and Internet delivery via satellite, and the satellite services subsidiary of leading telecommunications group France Telecom. GlobeCast uses France Telecom's worldwide backbone and benefits from France Telecom R&D, featuring Europe's premier telecommunications research laboratory and research facilities in California's Silicon Valley, to constantly innovate and upgrade its solutions.

GlobeCast is now pioneering the development of total Internet via satellite. By focusing all of its worldwide Internet activities in one dedicated department, GlobeCast is developing and marketing the very latest and cutting-edge Internet via satellite services.

Creating month-end management reports had been a time-consuming process for the London office. With their new Advantage Series Enterprise Edition solution, managers are now able to export financial information into Excel journals to produce their reports at the touch of a button.

"From an accounting point of view, we wanted more than just ledgers – we wanted a solution that could also give us the power of data processing and advanced reporting management functions for all of our accounting needs," adds Knights. "For example, in the ACCPAC Series System Manager module, we can now create mail-merge letters in Microsoft Word using our Accounts Receivable and Accounts Payable data, and create analytical reports, graphs and charts in Microsoft Excel. Not only does this free up time for our users, it adds value to the figures."

Supporting the Partnership between IT and Accounting

"Our decision to choose ACCPAC was based on both accounting and IT requirements, and as the two departments continue to work closely together, our ACCPAC solution will provide the open and scalable accounting capabilities that this partnership demands," Knights concludes.

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About SystemLink

Founded in 1987, SystemLink has become a leader in the strategic planning and implementation of business technology and e-commerce solutions. With 14 offices worldwide, SystemLink supports over 2,000 clients from small community-based businesses to large multinational corporations.

SystemLink is a multinational technology consulting company that has the people, the resources and the methodology to be the best choice as your strategic consulting partner. SystemLink has offices located in Washington D.C., Baltimore, Philadelphia and London, with affiliate offices in Cape Town, Durban, Johannesburg, Dublin and Toronto.

About ACCPAC

For more than 20 years, ACCPAC International, Inc. has been developing business management applications for small and medium-sized enterprises that deliver high performance, advanced functionality and cross-product integration. Today, ACCPAC offers a broad range of integrated accounting, CRM, e-commerce, HR, warehouse management, manufacturing and messaging solutions designed to enhance competitive advantage and increase profitability.

A subsidiary of Computer Associates (NYSE: CA), ACCPAC is based in Pleasanton, California, USA. With offices in Asia, Australia, Canada, India, Mexico, the Middle East, South Africa and the United Kingdom, ACCPAC has more than 500,000 registered customers and over 6,000 business partners in more than 135 countries worldwide.

Visit ACCPAC at **www.accpac.com** and **www.accpaconline.com**.

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