



**PKF**  
SMITH COOPER  
SYSTEMS

A Leading Sage  
Business Partner

**Sage** Business Partner

# Contents

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The Good Sage Guys to Deal With



# Welcome

Welcome to our company brochure. We are an award-winning Sage business partner, offering a diverse range of integrated software solutions to businesses throughout the UK.

Since our launch in October 2014, we have achieved remarkable year-on-year growth through a blend of organic expansion with new and existing clients, and successful strategic acquisitions.

At the heart of our business lies our core ethos of being the “good guys” to work with. We strive to be the best partners to our customers and suppliers, upholding professionalism and a sense of urgency in everything we do. Our commitment to these values has been integral to our accomplishments thus far.

Our people are by far the biggest asset we have. Comprising of friendly and highly talented individuals, our team possesses years of experience. We also take great care to ensure that all new recruits fit straight in and understand our ethos ensuring a seamless integration for them and our clients. I very much hope that we will get to work together soon. As you read this brochure, please feel free to reach out to me with any questions.

**Chris Smith**  
Managing Director





# Who Are We?

PKF Smith Cooper Systems are an award-winning Sage business partner, providing a wide range of integrated software solutions to businesses in the UK.

We pride ourselves on being easy to deal with, while providing quality services and solutions that work for our clients in the short, medium, and long term.

With locations all over the UK, including our Head Office in Derby, you can be rest assured that there is a local expert on your doorstep.

**B.J.WATERS**  
(TRANSPORT) LIMITED

*"Using PKF made our transition to Sage as streamlined as we could have hoped. The bespoke integration between our traffic management system has made Sage the perfect solution for us. I would also like to say the aftercare has been second to none. Nothing is too much trouble."*

**Lauren Marshall**  
BJ Waters Transport Limited



**Sage** UKI BMS  
Partner of the Year  
2024

**Sage** UKI Customer Success  
Partner of the Year  
2024



# Our Locations



**PKF**  
SMITH COOPER  
SYSTEMS

## Head Office Derby

Prospect House,  
1 Prospect Place,  
Derby  
DE24 8HG  
T: 01332 959 008

## Reading

Building 220  
Winnersh Triangle  
Wharfedale Road  
Wokingham  
RG41 5TP  
T: 0118 207 7779

## Newcastle

Metropolitan House  
Longrigg Road  
Swalwell  
Gateshead  
NE16 3AS  
T: 0191 300 1798

## Nottingham

2 Lace Market Square  
Nottingham  
NG1 1PB  
T: 0115 666 2538

## Birmingham

2 Cornwall Street,  
Birmingham,  
B3 2DX  
T: 0121 236 6789

## London

Vintage House  
Albert Embankment  
London  
SE1 7TL  
T: 0203 675 4564



# Our History



Smith Cooper System Partners (SCSP) is born!

2014

Chris Smith and Richard Brewster are appointed as Directors to run the business on a day-to-day basis.



2015

SCSP wins Midlands Sage Partner of the Year in the first year of trading.

SCSP is one of a select group of UK Partners to attend the Global Sage Summit in Chicago.

SCSP appoints Michael Kenney as Head of New Development department, bringing 30 years of Sage experience.

2016

SCSP retains Midlands Sage Partner of the Year award at official presentation at Sage Gateshead.



SCSP retains Midlands Sage Partner of the Year award.

Two experienced Sage 200 Sales professionals join and strengthen the team. Richard Torr in the Midlands and Sam Pidgeon in the South.



2017

Record turnover and 50% increase on previous year.

SCSP Partners expands into Southern region and opens London office based in Embankment.

SCSP acquires Uniq Systems, based in Reading, bringing in significant client base and 6 new staff members.

SCSP opens Newcastle Office in Gateshead.

SCSP retains Midlands Sage Partner of the Year award for the 4th year in succession and finishes 2nd in the UK for core Sage 200 product.

SCSP again achieves record turnover and 50% increase on previous trading year.

2018

SCSP rewarded for outstanding Sales performance with dinner at the Shard with Sage Global CEO Stephen Kelly.

SCSP doubles office space at Derby HQ as part of an office refit.



SCSP retains Midlands Sage Partner of the Year award for the 5th year running and retains #2 position in the UK for Sage 200.

2019

Panintelligece Partner of the Year!

SCSP acquires Sage customer base of Hampshire Business Computers.

SCSP awarded Top 3 Partner award by Sicon.



**Top 3 Sage Partner at Sage's Annual Event.**

SCSP joins the PKF Network and rebrands to PKF Smith Cooper Systems (PKF SCS) launching a new website and brand image.

PKF SCS becomes an accredited Sage Intacct Partner.

Appointed first Head of Client Services and form dedicated Account Management team.



PKF SCS acquires Cellular Solutions Business Systems, based in Sunderland, bringing on 4 new staff members and a significant client base.

**PKF SCS moves their Derby Head Office to prestige location in the heart of Pride Park.**

The modern new space includes a gym, multiple breakout areas and several spacious meeting rooms - further affirming the company's drive to provide expert Sage software support to businesses across the country.



**Awarded Sage's UKI Customer Success Partner of the Year 2023 at the Sage Partner Summit in Telford and nominated for both Overall Partner of the Year and UKI BMS Partner of the Year.**

**PKF SCS update their visual identity, with a modern rebrand.**

Awarded Sage's UKI BMS Partner of the Year 2024 at the Sage Partner Summit in Birmingham.



**PKF SCS hosts their largest Sage event at Pride Park Stadium.**

PKF SCS launches successful generic Sage 200 Commercial Training Course.

**2020**

**Sicon Partner of the Year!**

PKF SCS launches its YouTube channel, PKF Smith Cooper Systems TV. A hub of software tutorials and informative videos.



**2021**

**PKF SCS doubles office space in Newcastle to accommodate growing team.**

PKF SCS acquires Price Bailey Business Systems, based in Cambridge, bringing on 2 new staff members and a significant client base.

**2022**

**PKF SCS launches ground breaking generic Sage 200 Financial course.**

20% year-on-year growth and consolidating position as a Top 3 Sage 200 Business Partner.



**2023**

**Expansion continues as PKF SCS grows to over 50 employees across all offices.**

PKF SCS officially launch their new API solutions, WIRE and MRGE.

Sage launch new product offering, SDMO, and PKF SCS was the first UK partner to sell it.

**2024**

New director appointments, Victoria Riley as Director of Client Services and Craig Taylor as Director of Project Services.

**PKF SCS celebrates its 10 Year Anniversary!**



**2025**

New product offering, Staged Payments Module for Sage 200, created and launched.



A photograph of three people in a meeting. A woman with long dark hair and glasses is smiling and looking towards the left. A man in a dark polo shirt with 'PKF SMITH'S COOPER SYSTEMS' on the sleeve is sitting on the right, looking towards the center. A third person is partially visible on the left, gesturing with their hand. They are sitting around a table with a laptop, a smartphone, and some papers. The image has a blue and green color overlay.

# Our Products

Our range of Sage solutions help you unlock potential within your business, from saving you time and reducing human error to automating and streamlining various business processes.

## Sage 50

Sage 50 Accounts is, by a long way, the UK's most popular accounting solution for small businesses.

It combines reliable desktop accounting software with secure cloud and mobile access and is specially designed for small and medium-sized businesses.

Sage 50 Accounts helps users manage their day-to-day finances, VAT returns and year-end accounts simply and efficiently.



## Sage 200 Professional

Sage 200 is a robust, integrated software suite that extends beyond core accounting.

It offers customisable modules to fit your business requirements, including stock management, project management, manufacturing processes, customer relationship management (CRM), and payment functionalities.

Sage 200 Professional provides the added benefit of connecting with a wide range of third-party add-ons, ensuring a tailored solution for your specific business needs.



## Sage Intacct

Sage Intacct is a powerful, cloud native, accounting solution which prides itself on its innovative features, powerful foundation and flexible integration connections.

It combines the automation of complex processes with multi-dimensional data analysis, regardless of company or group structure. Users also have the flexibility to easily add more commercial functionality with the Distribution and Manufacturing Operations module.



## Sage 200 Standard Online

Sage 200 Standard Online is the entry-level version of the Sage 200 product range. It is powerful, easy to use, and a popular choice for businesses wanting to manage their accounts online. It is ideal for businesses with a small number of users and no requirement for enhanced functionality.



# Sage



# Sage For Your Industry

At PKF Smith Cooper Systems, we cater to all industries and their various requirements. From Manufacturing and Distribution to Nonprofits and Financial Services, we have the solutions to elevate your business to the next level. We share close working relationships with all of our ISV suppliers and our team is ready to handle all your needs.



## Manufacturing

Not only do we understand the Manufacturing industry, we also understand the ins and outs of Manufacturing processes and all its intricacies. This, combined with our knowledge of the commercial and accounting implications, sets us apart from other partners. We can provide you with solutions for simple kitting and assembly, works order processing and material requirement planning (MRP), right up to full shop floor data capture and capacity planning.



## Distribution

Routines and regulations in the Distribution industry are constantly evolving. To stay ahead and on top, you need to leverage these changes to your advantage. In addition to our many years of experience in providing Sage solutions to Distribution businesses, we have experience in the technical aspects of your process such as e-commerce and courier integration, labelling and business intelligence reporting.



### Financial Services

Being in the Financial or Professional Services industry means that you deal with sensitive data and information constantly. You need a partner that can keep up with that demand. From our own API, to solutions like Sage Intacct and our award winning support service, we have a range of solutions that can propel your business to the next level whilst sticking to your core values.



### Nonprofits

When you work for a Nonprofit, your time is precious; every minute you spend doing your finances, you're away from the work that really matters. We have significant experience working with Nonprofit organisations, and we'll help you get a complete view of your accounting without breaking a sweat.



### Hospitality

Staying compliant, maintaining customer experiences and managing costs are all variables Hospitality businesses must manage. We understand how important it is to ensure all your back-office systems integrate. We offer robust solutions that integrate with your booking systems, monitor revenue in real-time and can track your inventory. By leveraging our knowledge and experience, we are on hand to help you navigate the path to growth.



### Construction

The Construction sector is a constantly evolving industry that can be challenging to navigate and keep up with. We are here to help you adapt to the changes and what they could mean for your business processes. We understand that your construction business will always have specialist system requirements, which is why we offer software solutions that include CIS processing, applications for payment, retentions, cost-to-complete, and more.







# Our Services

The buying process is only one half of the story. When you choose PKF Smith Cooper Systems you get more than just Sage resellers. We are business partners, here to make sure you are fully supported and educated around your solutions.

**tennants**<sup>UK</sup>

*"Smith Cooper is an extension of our business not a supplier! Hope is always at the end of the phone and nothing is too much hassle."*

**Donna Fristney**  
Tennants UK Ltd

**DALROD**  
Drainage Solutions

*"I can honestly say [the support team] are very good, very helpful, quick in responding and helping resolve my issues or queries I have sent over to them."*

**Diane Scott**  
Dalrod UK Ltd



## Support & Client Services

We realise that the smooth running of your Sage system is a key part of ensuring the continuity of your business and daily processes. This is why our award-winning Sage Support team is staffed by accredited Sage technicians with many years of experience working with Sage and all associated products (Sicon, Draycir, Eureka, EPoS etc.)

Our Client Services team acts as a liaison between our various internal departments, our suppliers and our valued clients. They ensure clients have an open line of communication regarding their project and provide key administration back up to our technical teams.

Our Support and Client Services departments are crucial components in our operation and are one of the main reasons we enjoy one of the highest customer retention rates in the Sage UK Channel.



## Development

As accredited Sage developers we have the ability and experience to tailor your Sage application to meet your exact requirements. This may be a simple additional field on a data entry screen or a whole new module that integrates with the standard suite. All of our development is done in-house by our own team which ensures a seamless deployment alongside your core project. We also have a catalogue of our own in-house developed products and facilities, including our flagship API for Sage 200.



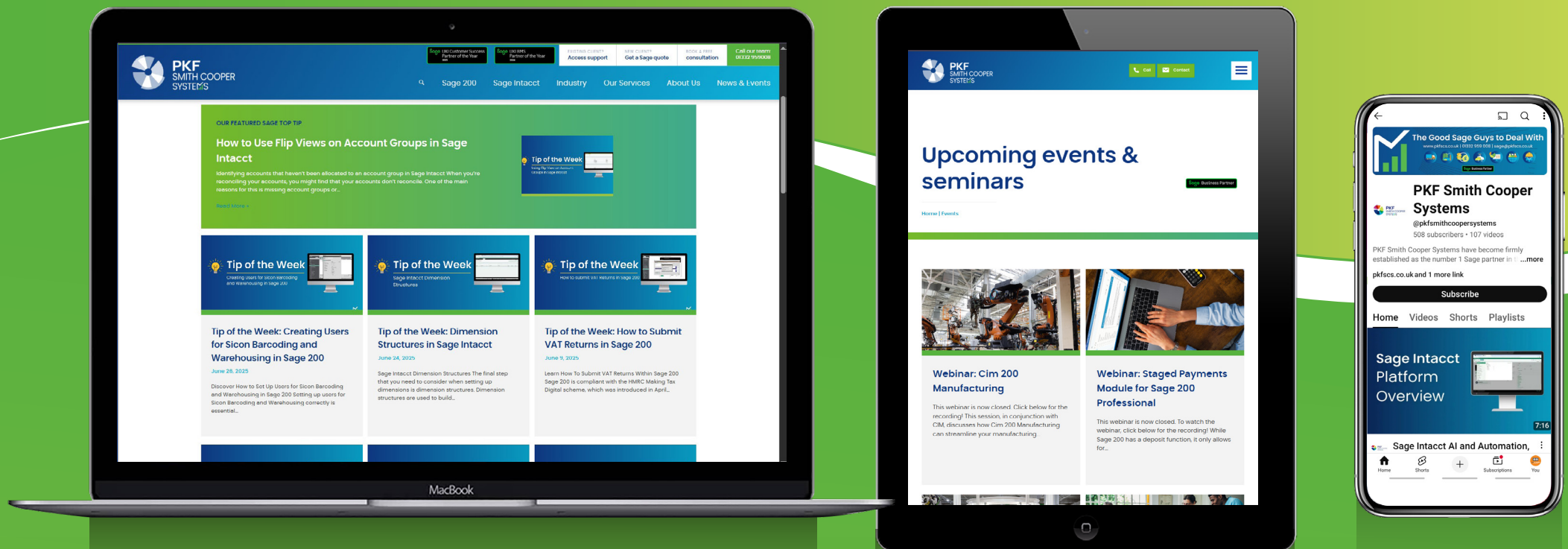
## Consultancy

Our experienced Consultancy team offer a full range of professional services to help you with your Sage software. Technical installations, site audits, training, report designs, data migrations, project managements and data investigations are just some of the many services we offer. Whether you are new to Sage, upgrading an old system or simply wish to get more from your current Sage solutions, our professional friendly team can help. Whatever your size of project, our structured but agile project methodology allows us to tailor our services to suit you and ensure a great outcome for your investment.



# Free Resources

We have a range of free resources available on our website for you to access. From our Sage tip of the week and YouTube videos, to whitepapers and articles.



# Our Clients



"Our experience with PKF Smith Cooper Systems has been first class. From the moment we met Chris and Rich we knew we had found a partner who, not only matched our company values, but had the expertise to ensure our system works "for us". Now we can focus on our main business objectives"

**Sam Kirk**  
Managing Director at J-Flex



"Overall, very happy with the service provided by PKF SCS. Throughout the years always efficient, reliable, and very pleasant and helpful team."

**Hearing Products**  
International Limited



"PKF Smith Cooper Systems' willingness to show us how to sort problems, rather than just magically doing them in the background, is exactly what attracted me to moving over to them. It feels like we have a partner, rather than just a vendor, in this process"

**Jon Whiten**  
Owner of DEEGEE Controls Ltd



"Whenever we have a query, Smith Cooper has been very responsive and helpful. We are happy to recommend them to anyone looking for help with their Sage products."

**Wayne Matts**  
Financial Director at LOROS



"I would like to pass on our thanks to Dave and Ben for the excellent training they provided, through the training week. Since my return from leave, I have had nothing but praise from the team, top down, about how good the training was. Dave and Ben were able to drive some confidence in Sage, back into the team, after a couple of years of frustrations with our previous Sage partners. Due to the success of the training, which really sold PKF Smith Cooper's capability, we are now confident Sage will bring a real benefit to our company for the first time!"

**Tony Holmes**  
Head of Operations, Drumgrange





**PKF**  
SMITH COOPER  
SYSTEMS

# Get In Touch

Find out how we can help you make the most of your Sage software.

## Head Office

Prospect House,  
1 Prospect Place,  
Derby,  
DE24 8HG  
01332 959 008

## Call Us

Derby	01332 959 008
London	0203 675 4564
Birmingham	0121 827 8209
Nottingham	0115 666 2538
Reading	0118 207 7779
Newcastle	0191 300 1798

## Follow Us



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