

GETTING THE MONEY IN WITH KINGSWOOD SYSTEMS

It's the time of year when farm contractors—after a busy, difficult season—should be able to relax a bit and enjoy the fruits of their contracting enterprise. Instead, for a lot of them it's long nights in the office trawling through diaries, writing out invoices and statements, and hoping they've got their facts right! This is the price most contractors pay for sticking with the “tried and tested” paper system that they've grown the business with or inherited from their predecessors.

For years, Kingswood Computing has been offering an alternative approach to contractors. Many of the most successful farm contracting businesses in the country have adopted the approach and have been enabled to grow their business, not painlessly, but at least with the minimum of administrative hassle. This has enabled them focus their energies on the productive side of their business: machinery purchasing, efficient job operations, and liaising with their farmer customers.

Full Contractor Accounts

Kingswood offers two solutions to the time-pressed contractor. For the larger contractor with adequate bookkeeping backup and the active cooperation of his accountant, Kingswood's Full Contractor Accounts offers a complete accounting solution including the handling of purchases and sales. This enables a contractor to work out his VAT every two or three months and to have complete oversight of his costs at the end of the year. Kingswood also offers a mobile Job Card App that works in conjunction with the PC software; the app lets a contractor's operators record job details on their phones and then syncs them back to Kingswood Accounts. The program comes complete with time-saving facilities like BankLink (reading in of electronic bank statements) and AccountantsLink, which enables the

transfer of data to your accountant over the cloud. The cost of this complete system—including 12 months' phone support but excluding on-site training—is €950 + VAT.

Billing App

For the contractor lacking bookkeeping support who just wants to focus on “getting his money in,” Kingswood offers a simple, mobile solution called the Billing App. This allows the contractor to record his job details, enter payments received, check customer balances and send invoices and statements via email, all from his tractor cab! All he needs is a smart-phone in his pocket with the Kingswood Billing App on it. The Billing App also allows his operators to enter job details on their phones without having access to the financial details on the system. In addition, with the help of Kingswood's unique Geo Tracking facility, the App can be used to monitor operators' clock in and clock out times. The Billing App largely eliminates office time; unless a contractor wants to print out invoices and statements—which he can easily and quickly do from a PC

or tablet—all the billing activities can be done on the phone. The cost of the Billing App is €250 + VAT per year.

Kingswood's Contracting IT Solutions are based on the firm's **CUSS** principles:

- **Choice** – Choose the system which best suits your current requirements and resources.
- **Upgrade Path** – Start simple and expand your system as your business needs develop.
- **Support** – Always needed but vital in the early stages of using a system.
- **Stability** – Kingswood has been around since 1987 and has supported contractors for over 25 years.

The only things holding contractors back in this area are fear, uncertainty, and doubt! To resolve these issues, give Kingswood a ring at **01-4596677** or leave a message at **www.kingswood.ie**. ■



Prominent farm contractor John O'Flynn of Mallow, Co. Cork, has been using Kingswood Contracting Software for over 20 years.