

THE FOLIO SOCIETY CASE STUDY

Introduction

The Folio Society is a unique and proudly independent publisher, making some of the most beautiful books in the world. They publish a broad range of exceptional books, choosing existing titles from the great works of fiction and non-fiction. In December 2021, The Folio Society became an Employee Ownership Trust – a company owned by its employees via the Trust, whose only beneficiaries are those who work in the business; reflecting their commitment to social enterprise and employee well-being.

Why SANSA & NetSuite

The Folio Society had been relying on a range of legacy financial and reporting systems, which they'd outgrown. A formal tender process was conducted to decide which ERP system was best placed to not only solve their existing challenges but future-proof their business.

Oracle NetSuite became the chosen vendor, but it soon became apparent an implementation partner was required to help maximise their investment in the system.

SANSA was recommended to The Folio Society through a contact due to their systematic approach, cultural fit, and technical capabilities all of which were underpinned through SANSA's NetSuite Alliance Partnership.

The Challenge

Implementing a new ERP system is always challenging. Doing it remotely, at the peak of a Global Pandemic, only added additional complexity.

Combining the functionality of multiple finance systems as well as ensuring business specifications and requirements were met for hyper-growth, required expert integration.

Working collaboratively throughout, the project team all strived to reach a common goal and despite a short, unavoidable delay of three months due to COVID-19, all aspects of the project were completed in accordance with the exacting deliverables.

The Results

The Folio Society went live with Oracle NetSuite in the UK on 1st September 2020.

The system now means they have a single, unified view and can run accurate reports that inform board-level commercial decision-making.

Oracle NetSuite has delivered efficiency savings for the finance team, with month-end reporting now taking just five working days as opposed to fourteen.

Similar savings have also been made with the purchase ledger, with a reduction from four days a week to three. In turn reducing the workload of a stretched department.

The SANSA team continues to work with The Folio Society on a support basis, with a team of experts on hand to help with any queries and implement further enhancements to support evolving business needs.



The Folio Society

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SANSA were determined, responsive, transparent, approachable, and available. Overall, the team went that extra mile to deliver their parts of the project in what was a challenging period during the COVID-19 Pandemic.

Mark Mainstone – Technology & Business Services Director.