



PROGRESSIVE

G-Cloud 15 Service Definition

Infor SunSystems Cloud Implementation

Services: Industry-leading financial management platform

Progressive Technology Solutions Limited

Lot 3 Cloud Support Services



1. Introduction

Company Overview

Established in 2004, London-based Progressive TSL deliver integrated, enterprise-grade cloud software solutions and services to public and private organisations across the UK and worldwide. As a recognised Gold Infor Partner, we are trusted implementors of Infor's market-leading SunSystems® Cloud finance solutions and are leading the way in digital cloud transformation. Progressive have supported many of their existing clients' migrations, as well as supporting the first Infor multi-tenant cloud customer.

Our strength lies in our dedicated team, whose in-depth technical expertise and subject matter knowledge have been built over many years of successful project delivery. At every stage of organisational maturity, our customers require resilient and adaptable business systems and processes. Progressive's solutions provide this scalability, enabling small initial deployments that expand in line with evolving operational and strategic requirements. We combine these platforms with a proven implementation framework tailored.

We deliver a holistic solution that considers both systems and ways of working, supported by transparent feedback, constructive challenge, ongoing support, and continuous improvement beyond go-live. This ensures our customers achieve the outcomes and benefits expected from a Progressive finance implementation.

Value Proposition

Public sector organisations are increasingly leveraging technology and data to modernise services, strengthen accountability, and meet the rising expectations of citizens and stakeholders. However, many agencies still struggle with outdated financial processes, siloed data, and limited visibility across departments - issues that hinder transparency, slow decision-making, and make it harder to deliver more with fewer resources.

Progressive's Infor SunSystems Cloud financial management solutions address these challenges by simplifying complex operations, improving financial governance, and enabling real-time insight.

Our systems streamline accounting, procurement, and reporting processes, reducing manual effort and operational bottlenecks while supporting the high standards of transparency, compliance, and ethical governance required in the public sector.

By helping organisations build agile, scalable financial solutions, we empower them to respond quickly to change, optimise resources, and deliver services more efficiently - today and in the future.



What the Service Provides

Progressive TSL support organisations implementing and improving Infor SunSystems Cloud finance management systems. Our service covers initial implementation, configuration, integration, cloud migration, data and operational support, helping buyers streamline finance-related processes, improve visibility and achieve better long-term performance from their systems.

Social Value

Kickstart economic growth

Progressive TSL are committed to driving **UK economic growth** and investment by creating high-quality jobs, ensuring fair working conditions and pay with annual reviews, and supporting workforce development. We invest in training and in-work progression to help employees develop new skills. Our policies include strict compliance with the Modern Slavery Act, proactive risk management, and ethical practices across our supply chain. As the organisation grows, additional staff will be recruited to support the needs of the business and ensure that all contracted projects can be delivered successfully.

Support a clean energy future for Britain

Progressive recognises the collective responsibility organisations share for the future of the planet. We embed environmental, social, and governance (ESG) principles into daily operations and strategic objectives. As a “SaaS-first” company, we actively support clients’ transition to cloud-based services, reducing reliance on energy-intensive on-premise infrastructure. All internal IT systems are hosted in the cloud, and we use dashboards to monitor and report the environmental impact of our cloud tenants.

Internally, we take practical steps to minimise our carbon footprint, including:

- Operating a paperless office
- Selecting sustainable materials and avoiding single-use plastics
- Ensuring proper disposal and recycling of electronic devices through certified e-waste partners
- Monitoring and reducing business travel, encouraging virtual meetings wherever possible

By working closely with industries and agencies responsible for **Britain’s energy security**, we aim to strengthen resilience and sustainability, actively reducing our carbon footprint and delivering ESG solutions that make a positive impact.



Break down barriers to opportunity

Progressive are an **inclusive employer** that welcomes diversity, challenges discrimination and promotes equality. We encourage applications from people of all backgrounds and do not discriminate on the basis of any protected characteristic. We have with a clear goal of achieving a 50% female workforce, and many women, including our founder hold senior roles within our organisation. We support overseas visas to attract global talent. We have comprehensive policies and training on Diversity and Inclusion as well as this being reflected in our day-to-day ethos and operation.

Build an NHS fit for the future

At the heart of our strategy is a focus on employee health and wellbeing, reducing pressure on public services and fostering a culture where people thrive. Our initiatives include enhanced family leave and sick pay, private health insurance, seasonal vaccination programmes, inclusive fitness activities, and team engagement events. We also provide a healthy, accessible working environment with breakout spaces, quiet rooms, and ergonomic facilities. To ensure effectiveness, we regularly monitor these initiatives through employee surveys and feedback mechanisms.

Delivery is overseen by our Steering Group, with an annual Social Value report aligned to government priorities.

Overview of the G-Cloud Service

Finance Management Software-Solutions

As a trusted Infor Gold partner, Progressive TSL provides access to Infor SunSystem Cloud technologies (Lot 2b – Infor SunSystems Cloud: Industry-leading finance management platform) and offers expert guidance on selecting and deploying the right solutions. Our deep understanding of SunSystems Cloud enables us to help organisations achieve meaningful operational improvements and long-term value from their investment.

In addition to implementing Infor technology, we offer complementary tools and accelerators that enhance core functionality across a range of industries. These solutions are designed to streamline key processes and integrate smoothly into existing IT environments, whether cloud-based or on-premise.

Implementation Services

Progressive provide a full range of consultancy services using a proven framework to streamline project delivery, reduce costs, and enhance quality.

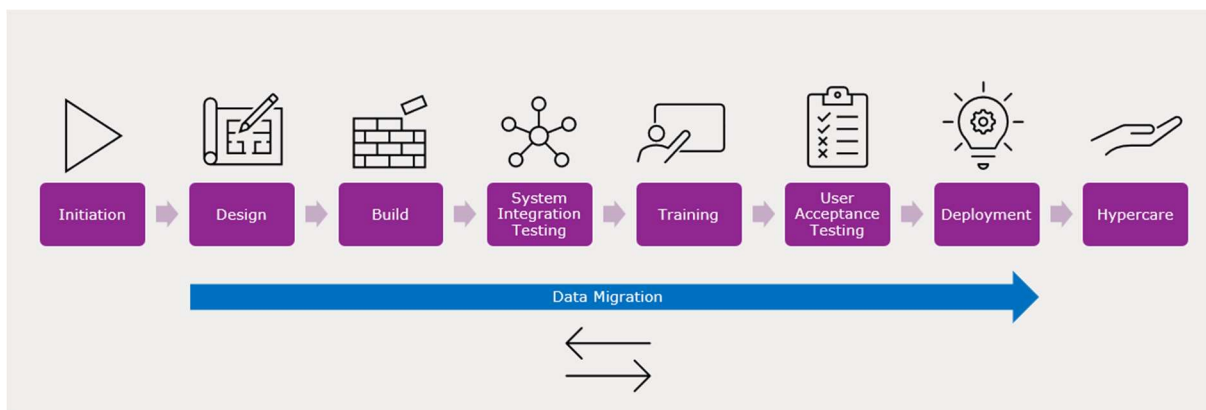
- Requirements gathering and analysis workshops
- System review and advisory services focused on adopting industry best practices
- Finance Solution design and roadmap development

- Application configuration, implementation and integration
- Custom software development to tailor for your organisation or enhance the solution
- Reporting and KPI definition
- User training to ensure user adoption and change management
- Dedicated UK Support services (ProCare)

Progressive employs a team of experienced functional and technical consultants with extensive backgrounds in system implementation and support. Collectively, the team brings significant combined industry experience.

Over time, we have developed a suite of best-practice, preconfigured application frameworks that cover key business processes. These frameworks, combined with our delivery expertise, support efficient, reliable and scalable system deployments.

Our customers achieve an efficient and cost-effective deployment of finance solutions through our proven implementation methodology with embedded quality gates:



Please refer to our Pricing Document for all costs.



Progressive's Industry Frameworks

Progressive's proven Industry Frameworks are built on years of deep industry expertise, designed to fast-track deployment while minimising risk and ensuring compliance with best practices. These frameworks are tailored to meet the unique operational needs of asset-intensive industries, delivering a robust foundation for success from day one.

- **Rapid Implementation:** Predefined workflows for finance approvals eliminate guesswork and reduce setup time.
- **Specialised Industry Features**
- **Integrated Architecture:** Built-in integration framework simplifies connectivity and data flow.
- **Actionable Insights:** Preconfigured reports and KPIs provide immediate visibility into performance and compliance.

Our frameworks are continuously validated to remain compatible with the latest Infor patches and upgrades.

Progressive's Industry Framework can be adopted for an additional cost outlined in the Pricing Document.

Migration from SunSystems On Premise to SunSystems Cloud

Progressive provides a comprehensive and low-risk upgrade and migration service to Infor SunSystems Cloud, enabling organisations to transition from legacy or on-premise deployments to Infor's modern Cloud (SaaS) platform. As a trusted Infor SunSystems partner, we deliver an expert-led journey that modernises your finance system, unlocks new capabilities, and removes the overhead of maintaining your own infrastructure.

Migrating to Infor's preferred cloud deployment model provides a future-proof environment with no internal IT requirements. All infrastructure, environments, updates, and security controls are included as part of the SaaS subscription. This ensures enterprise-grade security (SOC1 & SOC2), automatic scaling, continuous functional enhancements, access to Infor OS workflows and mobile connectivity, and an overall reduction in total cost of ownership.

Progressive manages the full upgrade and migration process, including planning, implementation, data migration, training, and go-live support. Our consultants work closely with your team to ensure a smooth transition with minimal disruption.

This service is designed for organisations moving from older SunSystems versions or on-premise deployments who want a secure, scalable, and fully managed SaaS solution with reduced IT overhead and access to the latest Infor capabilities.



The standard service upgrades your on premise system to the Cloud on a like for like basis and includes:

What the Service Covers

- Advisory on version strategy and deployment model
- Migration planning, risk mitigation, and requirements review
- Configuration and implementation of SunSystems Cloud and Infor OS
- Automated data migration for validation and sign-off
- Automated configuration migration with manual refinement
- Reports upgrade or reimplementation
- Support for User Acceptance Testing
- End-to-end project management
- Go-Live assistance and early-life support
- Post-migration optimisation

Typical Delivery Approach

- Project initiation and discovery with finance teams
- System design working with the client to discuss Sun, Q&A changes and reports
- Data migration design
- Cloud framework setup
- System build including preparation of data for suppliers, customers, asset/venture ownership, exchange rates, budgets
- SunSystems database upgrade and system testing
- Data migration
- Reports – management, financial, intercompany matrix
- Change management and user training for Sun and Q&A Excel
- System testing and UAT support
- Go-Live, hypercare and handover

Progressive also offer the option to review and redesign of your system to ensure you are getting the most out of the system in addition to the above.

Please refer to our Pricing Document for all costs.



ProCare Support

SunSystems Cloud provides Enterprise Support for the duration of the subscription, covering core software issues. Progressive complements this by offering flexible Application and Technical Managed Services that extend beyond standard vendor support.

Our ProCare service provides structured, expert assistance tailored to each organisation. Customers gain access to consultants who understand both the product and their specific configuration and business processes, ensuring timely, informed support that enhances day-to-day operations and long-term system performance.

Service Summary

ProCare provides a dedicated UK helpdesk, multiple contact options, rapid query resolution and access to functional, technical and administrative expertise. Customers can log and track support requests at any time, with clear visibility of status, priority, and progress. Support is delivered remotely or onsite where required.

ProCare Key Features

- Dedicated helpdesk staffed by experienced consultants knowledgeable in your configuration and processes.
- High first-line resolution rates for most queries.
- Multiple contact channels: phone, email, or support portal.
- 24/7 ability to log support requests.
- Visibility of ticket details including status, priority and assigned consultant.
- Automated email updates for all ticket changes.
- Option for remote or onsite support (where possible).
- Weekly review calls to discuss open requests.
- Flexible charging using 15-minute increments to ensure cost-efficient usage.
- Coverage of core product issues.
- Functional, Technical and Systems Administration support coverage

ProCare Benefits

This flexible support service provides customers with:

- Rapid access to consultants who understand their systems and operational processes.
- Predictable budgeting through a fixed monthly subscription tailored to expected usage.



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- Proactive oversight through scheduled reviews and continuous visibility of support activity.
 - A service designed to adapt to operational demand and system growth.

The Progressive TSL team of consultants will support you with any tasks related to the deployed systems including:

1. Client Specific Functional Support

The Progressive helpdesk are not just experts in systems but will also be experts in your specific configuration and business processes. The Progressive team are always available when any functional queries arise.

2. Systems Administration

Progressive are happy to provide administration support of the systems. Examples of tasks that may be undertaken include:

- Monthly, quarterly, year-end support
- Report writing
- Setup of payment processing
- Creation of new Chart of Accounts or analysis codes
- Administration of users
- Training of users
- Review of processes in relation to industry best practice and to gain the best efficiencies whilst using the ERP system and reporting tools

3. Technical Support

This addresses generic application issues including support related to the technical configuration or integration of the systems.

Please refer to our Pricing Document for day rates and costs.

2. Data Protection

Information Assurance

Progressive TSL is fully compliant with all relevant UK legislation, including the UK GDPR and the Data Protection Act. To ensure robust protection of information assets and consistent service quality, we maintain a comprehensive set of internationally recognised certifications, policies, and operational controls.

Accreditations and Certifications:

- ISO 9001 (UKAS) – Quality Management
- ISO 27001 – Information Security Management
- SOC 2 Type 1 – Security, Availability, Confidentiality
- SOC 2 Type 2 – Security, Availability, Confidentiality
- Cyber Essentials
- Cyber Essentials Plus

Our Core Policies, Standards and Procedures cover:

- Information Security & Data Protection
- Risk, Incident & Continuity Management
- Quality & Operational Governance
- Software & Development Controls
- Third-Party & Vendor Controls
- Health, Safety & General Governance

Privacy by Design

Privacy by design principles are embedded from initial development. Measures include data minimisation, role-based access control, and encryption (AES-256 at rest, TLS in transit). Solutions support GDPR rights for access, correction, and deletion, with full audit trails for accountability. Privacy and security controls are regularly reviewed, tested, and aligned with GDPR and other compliance standards.



3. Using the Service

Ordering and Invoicing

The client should email gcloud@progressive-tsl.com to discuss their requirements.

Please provide the following information where possible:

- Industry
- Functional requirements
- Pain points/Goals
- Incumbent system
- User numbers
- Integrations
- Cloud/On Premise
- Budget

We will provide assistance in completing the call-off contract.

On-Boarding, Off-Boarding, Service Migration, Scope etc.

Progressive TSL provides a structured and supportive onboarding experience designed to help customers begin using our services quickly and confidently. Whether the engagement involves a new implementation, a cloud migration, an improvement initiative, or ongoing application support, we begin by holding a project initiation meeting with key stakeholders. This session allows us to establish the wider solution landscape, clarify the baseline project plan, and confirm the business outcomes the customer expects to achieve. From the outset, each customer is assigned a dedicated Account Manager who serves as a consistent point of contact. This person oversees the relationship throughout the project and beyond, ensuring continuity across delivery, support, and commercial discussions.

As onboarding progresses, we work closely with the customer to undertake any necessary technical or functional discovery, prepare environments, and agree the configuration and setup activities required for the solution. Our team provides guidance on integration, data preparation or migration as needed, and ensures that access, roles, and security controls are configured correctly. Throughout the process, we provide the relevant documentation, which may include configuration guidance, architectural information, user or administrative documentation, and any supporting materials required for successful adoption. Training is offered to help users become comfortable with the system, and additional training packages can be arranged if customers require deeper enablement. Once onboarding activities are complete, the project transitions into steady-state service, supported by regular account management and formal support channels.



Offboarding follows a similarly structured and transparent approach. When a customer gives notice of termination in line with contractual requirements, Progressive engages with them to develop an agreed exit plan and confirm any support they may need during the transition. At the point of contract termination, Infor supplies a full data set to the customer, and the customer remains responsible for extracting any interim data prior to the termination date. If enhanced assistance is required—for example, help with complex exports, tailored data formats, or broader migration support—Progressive offers additional services via our day rates. As the offboarding period concludes, user access to the service is securely removed, integrations are deactivated, and environments are decommissioned according to policy. We can also conduct a final review to ensure data has been successfully transferred and that all closure activities are complete.

Training

Being enabled in a system is key to good user adoption. Included with SunSystems Cloud:

- Self-paced learning and certification through the portal
- Online help function in the application

SunSystems Cloud is delivered with a dedicated training environment in addition to the standard production and testing environments.

This training environment provides a safe, isolated space for users to learn the system, practise workflows, and explore new features without any risk to live operational data, ultimately accelerating user adoption and improving overall system proficiency.

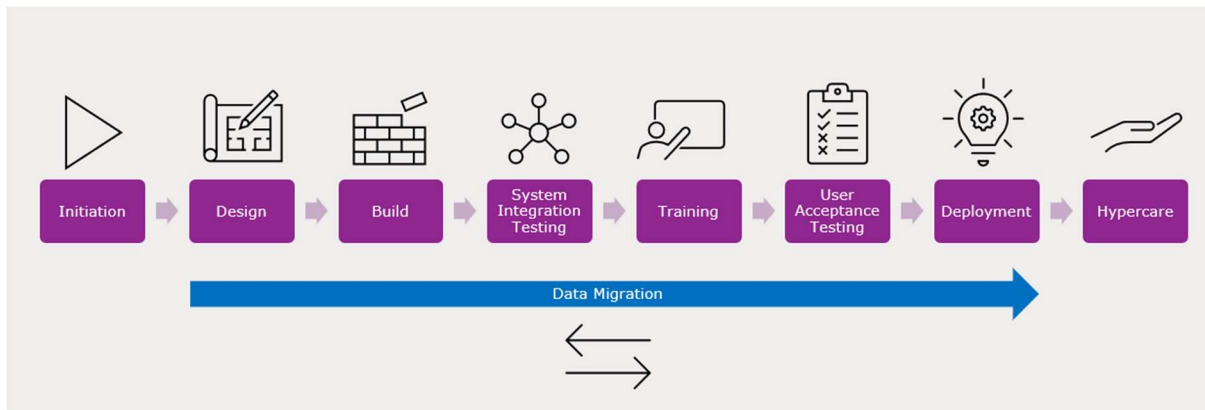
Progressive can also provide skills transfer through a combination of:

- Train the trainer
- Classroom based training
- Training materials such as user guides, quick reference cards
- E-Learning
- Change management

Each project may require a different training approach or budget. Guidance on Training strategy and services can be provided through the implementation process based on our day rates.

Implementation Plan

Our customers achieve an efficient, controlled, and cost-effective deployment of SunSystems Cloud through our proven stage-gated implementation methodology. This methodology provides clear governance, predictable timelines, and strong quality assurance across each phase of delivery. It follows a structured, sequential lifecycle complemented by continuous data migration activities.



1. Initiation

The project begins with a formal initiation phase, during which we:

- Validate business objectives, scope, and success criteria
- Establish governance, roles, and responsibilities
- Confirm technical prerequisites and project environments

A Project Initiation Document (PID) is produced and approved at this stage.

2. Design

During the design phase we:

- Conduct workshops with the finance team to determine configuration settings for Suns including Chart of Accounts, analysis field utilisation and finance processes
- Define solution architecture, integrations, and security model
- Produce the Solution Design Document (SDD)

A quality gate ensures all stakeholders sign off on the design before moving to build.

3. Build

The build phase involves:

- Configuring SunSystems Cloud in accordance with the approved design for suppliers, customers, asset/venture ownership, exchange rates, budgets etc.

- Developing integrations and reports (management reports, financial reports – income statement, balance sheet, cashflow), intercompany matrix etc.)
- Data migration including mapping tables and upload templates
- Training for uploads and verification of initial loads and advice
- Conducting internal quality checks and demonstrations

This phase is iterative to allow early validation and rapid refinement.

4. System Integration Testing (SIT)

This formal testing phase ensures:

- End-to-end process validation across modules
- Verification of integrations with external systems
- Confirmation that configuration, workflows, and rules operate as intended
- Remediation of defects prior to user-facing activities

SIT provides assurance that the system is technically sound and ready for user training.

5. Training

A dedicated training environment is used to:

- Deliver role-based training to end users and administrators
- Familiarise staff with new processes and system behaviour
- Build organisational confidence ahead of User Acceptance Testing

This accelerates user competence and reduces risk at go-live.

6. User Acceptance Testing (UAT)

Progressive will provide assistance during UAT and train the finance users how to use Sun and the Q&A Excel. UAT provides business validation of the solution:

- Users test real-world scenarios and business processes
- Functional readiness and data quality are verified
- Sign-off confirms the system is fit for operational use

Only after successful UAT is the project authorised to proceed to deployment. If any updates are required as a result of UAT, these are made to the system.

7. Deployment

Deployment includes:

- Executing rehearsed cutover activities
- Migrating final datasets to production



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- Configuring business units, user roles, and integrations in the live environment
 - Ensuring a smooth go-live with minimal business disruption

This stage is supported by our technical and functional specialists.

8. Hypercare

Immediately following go-live, we provide:

- Enhanced support to resolve early-life issues
- Performance monitoring and stabilisation
- Knowledge transfer to operational support teams
- Formal transition to business-as-usual (BAU)

Hypercare ensures continuity, confidence, and rapid issue resolution.

Continuous Data Migration

Data migration is a continuous activity running across multiple stages. Key tasks include:

- Iterative extract-transform-load (ETL) cycles
- Validation of asset registers, hierarchies, work histories, and preventive maintenance data
- Reconciliation of migrated data during SIT and UAT
- Final cutover migration into production

This ensures accurate, high-quality operational data is available on day one.

A detailed implementation plan can be provided to the buyer on request. Pricing is detailed in the Pricing Document.



Service Management

Progressive TSL's Support team is available for all functional and technical queries and can be contacted via telephone, email or the dedicated support portal.

ProCare support is provided during UK business hours (8:30am – 5:30pm GMT, Monday to Friday).

This is detailed in our Pricing Document.

Service Levels

Progressive TSL support SLA targets are defined as follows:

Severity Level	Description	Response Target	Target Resolution Time
1 – Production Down	Complete system outage or major functionality failure with no practicable workaround affecting all users	Within 1 business hour	Within 4 business hours
2 - High	Major functionality impaired with no practicable workaround and significant user impact	Within 2 business hours	Within 1 business day
3 - Medium	Moderate impact, workaround available, limited user impact	Within 4 business hours	Within 3 business days
4 – Low	Minor issue, no impact on operations	Within 1 business day	Within 5 business days

Financial Recompense Model for not Meeting Service Levels

Services Credits are available if the availability in a month does not equal or exceed 99.7%.

4. Provision of the Service

Customer Responsibilities

Please see our detailed terms and conditions.

Technical Requirements and Client-Side Requirements

Technical System Requirements

a) Client Device Requirements & Supported Operating Systems

Infor SunSystems supports a broad range of client platforms as documented in the official requirements guide, including:

- Web Client: Accessed through supported browsers (details documented and validated during design).
- Mobile Clients: Supported on iOS, Android, and Windows mobile/tablet devices depending on module (e.g., Digital Work, Transit, Rapid Request).

Operating system compatibility and device specifications will be validated during the Design phases.

b) Browser & Connectivity Requirements

Users require stable internet or network connectivity, dependent on cloud or on-premise deployment.

As a browser-based solution, SunSystems Cloud requires a supported modern browser, as per the Infor client specifications for the relevant version.

Minimum bandwidth requirements will be agreed subject to the number of concurrent users and expected transaction volumes.

c) Integration & API Requirements

Where integrations are required (e.g. EAM, ERP, HR), the following may be required:

- Access to client APIs, middleware, or data endpoints
- Secure VPN or private network connection if the systems are on-premise
- Data mapping resources and test environments

Client-Provided Resources

Operational Readiness is a wholly owned client activity. This would include activities such as communication planning, management of change and the set-up and operation of the Change Advisory Board. Progressive would expect the organisation to identify and commit key stakeholders, such as business leaders, IT teams and end-users, to ensure they are engaged throughout the project. A stakeholder management plan should outline communication and decision-making processes. Ensuring you have SMEs and decision makers available that have expertise in your processes is essential for testing and verifying the solution throughout the lifecycle. Furthermore, technical staff will also be needed for configuration and integration in addition to the functional staff for process alignment and end user training.

To support a successful deployment, the Client is typically expected to provide the following resources:

a) Project Governance & Subject Matter Expertise

- A nominated Project Manager
- Functional and technical Subject Matter Experts (SMEs) from finance
- IT representatives responsible for networking, security, and infrastructure

b) Access & Environments

- Timely access to existing systems needed for data extraction
- Test users for User Acceptance Testing
- Availability of local IT resources to support security reviews, configuration approvals, and user onboarding

c) Time & Availability

The Client will ensure:

- Availability for workshops, testing cycles, and validation sessions
- Timely approval of documentation, designs, and quality gates

These commitments enable a structured implementation aligned with our delivery methodology.

Outcomes/Deliverables

This service will deliver:

- Project initiation and design outputs, including the PID, requirements capture and Solution Design Document.
- A fully configured solution, with integrations, extensions and validated data migration.
- Formal testing outcomes, including SIT evidence, remediation and readiness for UAT.
- Training deliverables, such as role-based training sessions and user-prepared environments.
- Deployment, hypercare and transition, including cutover execution, early-life support and Business-As-Usual handover.

After-sales Account Management

Progressive TSL will act as a strategic and collaborative partner to ensure the solution is business-aligned. Through dedicated Account Management functions, Progressive provide ongoing guidance, proactive engagement, and structured support across the programme lifecycle and beyond. This includes alignment to long-term objectives through roadmap planning and strategic input.

Termination Process

Term and Termination

a) This Agreement shall commence on the Effective Date and shall continue until terminated by either Party giving the other thirty (30) days written notice of termination. The Client shall remain responsible for payment for all Consulting Services provided and all reimbursable expenses incurred to the termination date by the Consultant.

b) This Agreement may be terminated forthwith by either Party on giving notice in writing to the other if the other Party shall have a receiver or administrative receiver appointed or shall pass a resolution for winding-up (otherwise than for the purpose of a bona fide scheme of solvent amalgamation or reconstruction) or a court of competent jurisdiction shall make an order to that effect or if the other Party shall become subject to an administration order or shall enter into any voluntary arrangement with its creditors or shall cease or threaten to cease to carry on business.

c) This Agreement may also be terminated forthwith by either Party on the expiration of thirty (30) days notice given to the other Party if such Party is in material breach of the terms of this Agreement and has failed, refused or neglected to rectify such breach (in the case of a breach capable of being remedied) within thirty (30) days of receiving a written demand requiring it to do



so. For the purposes of this Agreement a breach shall be considered capable of remedy if the Party in breach can comply with the provisions in question in all material respects other than as to the time of performance. The Client shall remain responsible for payment for all Consulting Services provided and all reimbursable expenses incurred to the termination date by the Consultant.



5. Our Experience

Case Study – Capricorn Energy

Offshore energy leader sees £1.2 million efficiency savings, and instils intelligence and scale for growth with Cloud ERP deployment.

About Capricorn Energy

Listed on the London Stock Exchange, Capricorn Energy is an experienced oil and gas explorer, developer and producer that has operated in a variety of locations around the world.

Capricorn is a cash flow-focused energy producer, with a portfolio of onshore development and production assets in the Egyptian Western Desert.

Progressive TSL SunSystems implementation at Capricorn Energy

In 2025 Progressive TSL deployed its ERP (Enterprise Resource Planning) platform encompassing SaaS solutions, Infor SunSystems Cloud, Professional Advantage's BankLinks for Business (B4B) and HxGN EAM at Capricorn Energy. Underpinned by Progressive's Best Practice Industry Framework, Capricorn predicted £1.2 million in cost savings over three years. The solution will also bring enhanced reporting, scale and agility to respond to evolving market dynamics.

Following the appointment of a new CEO at Capricorn, the executive team identified a need for a new ERP system to replace their incumbent one, which was impeding efficient ways of working. From a shortlist which also consisted of NetSuite and Microsoft Dynamics, the team opted for the Progressive ERP following a successful demonstration and testimonials from other oil & gas players.

"Selecting Progressive TSL was a no-brainer," comments Chris Hebden, Head of Finance, Capricorn Energy. "We had actually used the Infor SunSystems platform many years ago, so there was already a familiarity with the system, but the Progressive team brought incredible industry experience and expertise to the table, alongside the EAM functionality which was pivotal to our decision.

Because they understand the complex landscape that is oil & gas, and can support the multi-regulatory, multi-currency demands of an international landscape, we were on the same page from the outset. Not only is their experience baked into the solution design, bringing industry-specific processes and data flows to support specific needs and nuances of oil and gas, they really went the extra mile to spend time on site and walk the walk of our business."

The deep functionality, support for global legislative and taxation frameworks, and Progressive's energy industry framework, meant that it was aligned closely with Capricorn's business. The pre-built reports mean that when it comes to audits, for example, Capricorn already has all the reports it needs to stay one step ahead. Testament to this is that the auditors who managed its latest audit were very complimentary about the system.



And while Capricorn doesn't currently operate assets, this could change in line with market drivers and demand, so to know they can easily pivot to a different business model, leveraging HxGN EAM's asset management capabilities, brings scale and confidence to long term planning.

£1.2 million cost savings

The project went live following a six-month deployment, and very little disruption to the business. The speed of deployment was largely testament to the skills, knowledge and experience of Progressive which meant meaningful, productive conversations to prioritise and design optimum methodologies could take place from day one.

"We now anticipate a much easier way of working as we have one powerful integrated system," Chris explains. "From a finance perspective, having a modern system which is easy to work with means we have access to faster, better quality information, and we anticipate a shorter close period and overall efficiency savings of £1.2 million over three years.

"One of the areas mandated by our board was to instil tighter cost controls, something we are able to do easily as a result of the enhanced visibility and reporting. Budgets and forecasts are now embedded in the system by project and department. Because we can map actuals to budgets at cost centre level, we can provide evidence to support planning in a much more accurate way.

"And we've had great buy-in and feedback from the budget holders since going live," Chris adds. "They have the accurate, real-time management information and business insights from which to manage their budget lines and activities in a much more controlled way, which has expedited crucial cultural and mindset changes in the way we operate the business."

"Throughout the deployment the Progressive team has been on hand and on site, and because those consultants are available in a support capacity post go-live, we have continuity, consistency and familiarity which is so valuable if we come up against an issue or a new opportunity."

Chris Walcot, CEO of Progressive TSL, comments: "We're delighted to be working with Capricorn Energy. Set to deliver more than a million in savings, the return on investment (ROI) on this project is vast. But it is the intelligence, scale and agility, combined with the industry-specific capabilities to support the demands of the industry, which will deliver long term value way beyond this."

"We have absolute confidence that Capricorn Energy has the best system to support its growth plans, and flex as demand shifts, as well as the right partner to support its journey."

Clients

Progressive's unique strength is its in-depth knowledge gained both through the founder's 35 years of experience and the company's 20+ years of experience in implementing systems for asset heavy industries. Progressive TSL have successfully delivered finance solutions to many companies across the globe:



Contact Details

For any queries, please contact gcloud@progressive-tsl.com