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A word from the Managing Director

Happy New Year to everyone, I wish you a successful and prosperous 2015. We have many good things to look forward to this year, including the sporting challenge of the rugby world cup being hosted down the road in Twickenham!

The team here are all looking forward to meeting and helping many of you improve your experience of running Agresso, and to many more new customers joining the fold.

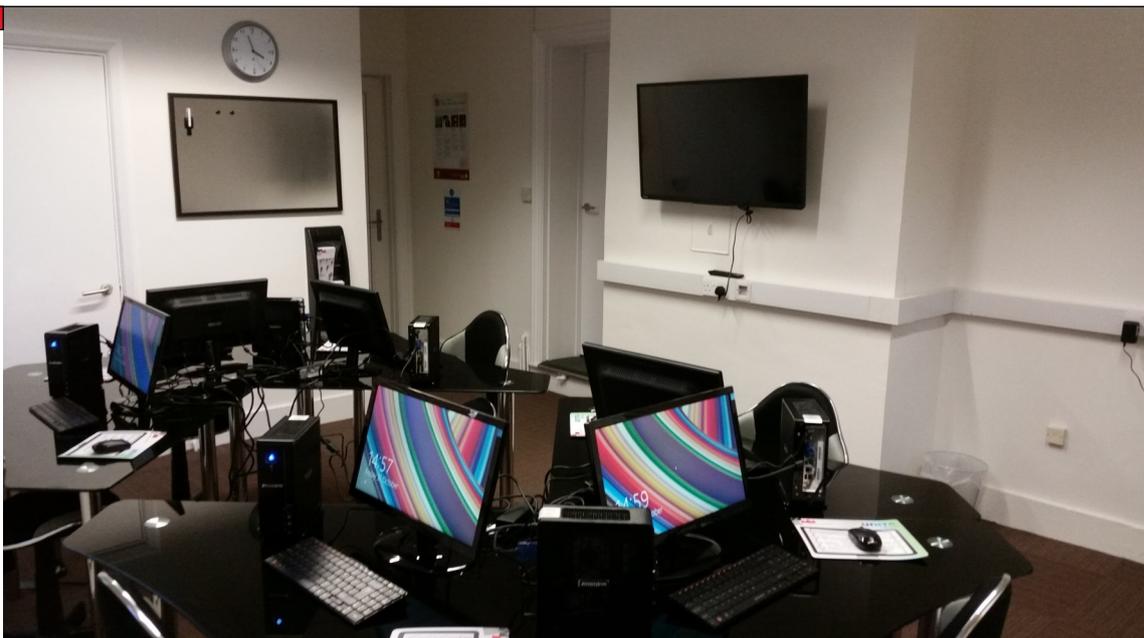
What's new

The past few months have seen expansion with new employees and work spaces adding to our company footprint. Our new on-site training facility means we can support our customers with every step of an Agresso implementation so we have expanded in terms of the services that we provide as well. Finally our website has been updated to better display what we offer.

Agresso for the end user

Whether you are a new or current customer you could benefit from our new training program, 'Improving the Agresso User Experience', in which one of our trainers will explain how you can improve the end user's experience of using Agresso on a day-to-day basis.

For more information on what the course offers and what is provided please visit our website, www.williamswoodward.co.uk or contact us on 01628 637266 and we will send you a full training pack.



Our new training room ready for occupation!

Williams Woodward

CAMMS partnership

We have recently completed all the building work for our partnership with CAMMS and as a result we are now moving together to develop the partnership. Here is a little information on our new partners:

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Corporate Performance Management (CPM)

CAMMS develops, implements and supports its world leading integrated suite of Corporate Performance Management (CPM) and Business Intelligence (BI) solutions to enable enterprises to plan, execute and drive their business from strategy to reality. An offering fully supported by Gartner analysts across the globe, CAMMS is unique in that they offer a fully integrated CPM suite of solutions across planning, measurement, scorecards, risk management, project management, employee evaluation, budgeting and forecasting.

The CAMMS product suite is very interesting and more detail can be found on our website. The specific areas we are interested in as a business and CAMMS partner are:

- BMC (Budget Management Centre)
- BI (Powerdata) bringing data sets together
- Cloud technology
- Risk Management, Personnel Evaluation and of course most importantly for us — Project Management.

Ryan Manyika joined the Williams Woodward team in October 2014 and spent 3 weeks of December out in Australia, training in the CAMMS product.

"Based on recommendations from Gartner, CAMMS approached Williams Woodward and we are very excited to have entered this partnership with them to expand our footprint in the UK market."



New Starters

We are pleased to announce that as part of our expansion last year we have welcomed five new faces to the Williams Woodward family: Dale Claydon, Gregor Ramsay, Pete Johnson, Ryan Manyika and Rob Cells.

Dale has joined as our Sales and Marketing Assistant; with a background in design, Dale is developing the company's brand and driving this 'new' phenomena of social media for our business.

Gregor is a Technical Analyst with 16 years experience in software development and deployment of solutions into both private and public sectors. Gregor's contribution to all our products is welcome.

Pete has joined as a Business Consultant working with the Agresso software and in particular upgrades and the Education sector.

Ryan has joined as a Business Consultant and is working directly with our Managing Director, Andrea, developing our CAMMS business unit.

Rob has joined us to help drive our Agresso business stream to new heights and to take ownership of our e-recruitment business stream.

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UNIT4 Customer Conference

Ashley May and Angie Marlow hosted the Williams Woodward stand in Edinburgh on the 8-9 October meeting many customers from the Agresso community, UNIT4 staff and other partners.

Ashley said "It was a very busy time for partners with the layout funnelling delegates through our stands en route to the main presentation area. It was great to catch up with former colleagues and past customers and also make new acquaintances. The product demonstrations gave an interesting insight into the future of Agresso, with Apple watches and even Google glasses! It will be interesting to see how popular these developments prove to be."

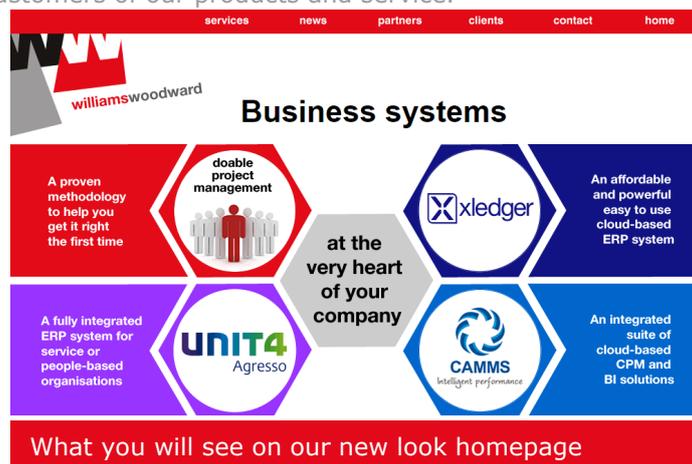
Angie said "We had conversations with past customers who wanted to catch up, renew their relationship with us and discuss their future plans for Agresso. We also spoke to current customers who have been recommending Williams Woodward to other organisations, which enabled us to identify and approach these potential new customers at the conference. Other potential new customers proactively came to find us".

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Website Makeover

In keeping with our recent theme of expansion we have worked with our website developer, AB Design, and given our website a makeover to reflect the development of the business and better inform all our customers of our products and service.

Hopefully, you will already be one of our LinkedIn followers and if so you can also follow us on Twitter where we now post updates and information for the products and services that we provide on a daily basis. We hope you enjoy the new site and find it informative. We would appreciate any feedback you have to be sent to: info@williamswoodward.co.uk



South West Heritage

Taunton based charity South West Heritage Trust chose Williams Woodward to supply and implement the cloud based business system Xledger which went live in just over 2 months, following hard work from the implementation team.

Previously part of Somerset County Council, the South West Heritage Trust has just been established as a separate charity and as such needed their own finance system.

Following a stringent public tender process they selected Williams Woodward to help, our experience in the charity sector and our proven implementation methodology were key factors influencing their choice.

In addition (as they had no IT staff or existing infrastructure) South West Heritage Trust wanted an intuitive and easy to use cloud based solution which was secure and required no in-house technical skills to support.

Xledger fulfilled all the above criteria as well as having the ability to meet the statutory reporting requirements that the Charities Commission demands.

The combination of Williams Woodward and Xledger proved to be a low risk and cost effective way forward for the Trust. A successful implementation is the result.

Williams Woodward

Tameside contract

The Metropolitan Borough of Tameside entered into a contract with us after we won a competitive tender process in early 2014. Thanks to the hard work of the team here we will deliver an Agresso solution to 80+ schools across the borough. We are looking forward to working with Tameside and rolling out the solution successfully over the next few years.



December Team Meeting

At our December Team Meeting we held an awards ceremony for the team. Team members voted for their colleagues across several categories. And the winners were:

Little Miss Giggles - Nicola Harrison; Mr Perfect - Olu Gisanrin; Little Miss Chatterbox - Claire Williams; Little Miss Naughty - Lisa Rigby; Mr Grumpy - Trevor Scarborough (there were several runners up for this award!). Andrea gave Ian Rigby 'The Gaffer' award as Ian always calls Andrea 'Boss'. We would really appreciate knowing your thoughts on any 'special' awards for the team at our spring meeting. Please send nominations and background information to andrea@williamswoodward.co.uk and we will get in touch. We also used the occasion to set up a Rugby World Cup sweepstake with various categories (such as team with most red cards) not just an outright winner, we'll let you know the results of this later in the year.

Our team

The best way to find out about us is to ask our customers. Our team members are:

- ◆ Andrea Williams
- ◆ Angie Marlow
- ◆ Ashley May
- ◆ Claire Williams
- ◆ Dale Claydon
- ◆ David Blake
- ◆ Gregor Ramsay
- ◆ Ian Rigby
- ◆ Lisa Rigby
- ◆ Lorraine Martin
- ◆ Melanie Stokes
- ◆ Neil Bass
- ◆ Nicola Harrison
- ◆ Olu Gisanrin
- ◆ Paul Crusham
- ◆ Pete Johnson
- ◆ Rob Cells
- ◆ Ryan Manyika
- ◆ Tony Fidler
- ◆ Trevor Scarborough



Contact Us

Give us a call for more information about our services and products

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