



# 'Data Magic' with Spreadsheet Automation

## Aim

We are experts at listening to clients and translating their requirements into simple tools to give you back your time and deliver the results you want without any hardship.

Organisations spend (waste) a lot of time performing repetitive tasks on business data. This time can usually be clawed back by automating their processes. This way, you can:

- Free up time for your people to excel at what they do best
- Generate more income
- Reduce frustration
- Remove errors from complex processes

Someone once said that it's like 'wizardry', and I love that... that we can write something so effective, it seems like magic.

## Examples

1. An accountant specialising in financial forecasts has quadrupled his income by adding 10 simple buttons to the process of creating forecasts. He can now get his clients to fill in a data-sheet, which his system imports automatically, his processes are automated, all the way up to printing the right set of reports to satisfy banks, investors and the board of directors. It used to take him two-days per forecast he can now easily complete one in a morning.
2. A safety equipment firm has made a marked improvement in their bottom line by freeing up the head of sales... Every day he was caught up in the process of copying data from a hand-held system (that is carried by surveyors) into the company database, then manually pulling information out of the database into a quote-template, before exporting the template to a pdf, saving a copy for their archives, emailing a copy to accounts, waiting for approval, and then, sending a copy to the client.

Now as soon as the hand-held system is used, it automatically updates a spreadsheet, which is able to look up the related information from the database and produce quotes instantly. Because there is no human input, the sign-off stage has been simplified and the quote is automatically emailed to the client – often before the surveyors have even made it back to the office. This way the most experienced salesman can do more of what he is good at... improving the sales figures. And the client is often impressed with the speed and efficiency of the organisation.

3. A graphics company had rows of people downloading data from online sources and then repeating the same set of actions to prepare it for use. By automating this and saving about ten minutes for each download they estimate a saving of more than thirty hours a week – that's almost another full-time member of staff!