

## AVONCROP GROWING THEIR BUSINESS WITH INCA PLANNING



Avoncrop Ltd has selected Inca Planning as their financial budgeting and forecasting solution, enabling them to budget at a detailed level for the first time.

Avoncrop's reputation has been built on the consistent supply of quality products to commercial growers throughout the UK. To not only maintain but to further its position as the grower's supplier of choice, Avoncrop Ltd needed to plan efficiently and more accurately to move the business forward.

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With a complex budgeting structure, the need to drill down to Profit and Loss by salesperson and the desire to consolidate budgeting processes within the company, Avoncrop was finding Excel increasingly difficult to use. Mark Woodward, Head of Accounts at Avoncrop had used Inca Planning in a previous role and knew that the product could provide everything they needed in a budgeting and forecasting solution. “Inca Software is the only company who over-deliver in terms of support and promise,” he says.

Implementation of Inca Planning commences soon, and Avoncrop are now confident of a quick execution of their budgets to present to their board this October. As well as solving their budgeting problems, Inca is also providing Avoncrop with the tools to link Sage and Inca Planning. This will enable them to link their data imports to create Rolling Forecasts, which will in turn allow them to conduct 'What-if' sensitivity analysis, something that previously could never have been attempted whilst using Excel.

Chris Kerrison, CEO of Inca Software says, 'We are proud that Inca Planning has been recognised as an impressive product, with an impressive company behind it. We are delighted to welcome Avoncrop Ltd as customers.'

### ABOUT INCA SOFTWARE

Inca is a leading provider of planning, reporting and forecasting solutions for organisations across all industry sectors. Inca has built up an unrivalled sales, customer support and professional services team and serves over 500 customers across the UK and Europe enabling them to achieve planning, reporting and forecasting success.

Our experience has taught us that technology only takes an organisation halfway towards its planning goals. It is excellent advice and support that will ultimately help finance departments transform the planning culture and performance of their organisations. Working with Inca allows customers to take advantage of an unrivalled services and support team. Inca has over 70 years of collective business and financial planning expertise, and is the most successful provider of planning solutions across Europe.

For further information visit [www.incasoftware.co.uk](http://www.incasoftware.co.uk).

### ABOUT AVONCROP

Avoncrop's reputation has been built on the consistent supply of quality products to commercial growers throughout the UK. This is backed up with sound technical support by trained Horticulturalists, and an efficient, flexible delivery service. Their extensive range caters for producers of Edibles and Ornamentals, as well as Landscape contractors.

For further information visit [www.avoncrop.co.uk](http://www.avoncrop.co.uk)

