



Success Story

At a Glance:

- **Company**
Irish franchise specialising in sanding and treatment of wooden floors with plans to expand into UK www.ultimatefloorsanding.com
- **Location**
Ireland & UK
- **Industry**
Franchise
- **Challenges**
Allowing franchisees to easily maintain their own accounts while ensuring uniformity throughout franchise and giving franchisor real-time access to results. Providing system that is easily replicated to newly signed franchisees.
- **Solution**
accountsIQ online accounting solution branded as the UFSC solution. Multi-location stock control with franchisor managing the product file and pricing. Automated posting of franchisee purchase orders as sales orders to be fulfilled by franchisor.
- **Results/Benefits**
Standardised system for all franchisees. Strong analysis and reporting across franchise. Multicurrency capability allows easy expansion of franchise into other countries. Low cost solution with no capital outlay for franchisor or franchisee.



“accountsIQ provided the perfect solution for accounting and business analysis within the franchise environment. It provides us with an online accounting and business analysis solution we could brand as the franchisor’s specific solution”

Paul Spiller, Franchise consultant, The Ultimate Floor Sanding Company

Business Profile

Terry Guilford founded the Ultimate Floor Sanding Company from his floor sanding business which started in Galway in 1997 under the name of Airc Flooring. Having perfected the approach he went about building the standardized approach, procedures and documentation and sourcing the top level equipment and supplies to build a franchisable business. Initial expansion has been in Ireland but now expanding into the UK.

Challenges

Potential Franchisees are attracted to the franchise business model because it maximises their chances of success while limiting their downside. A good Franchisor minimises Franchisee risk by leaving nothing to chance. The objective is to provide Franchisees with every element of skill and material they need to serve their customers perfectly and to pre-determine the systems and procedures to run such a business.



Solution

accountsIQ accounting, stock control, Sales and Purchase Order Processing solution branded as “The Ultimate Floor Sanding Company” own solution. Franchise specific reporting and KPIs developed and delivered via the dashboard. This ensures a standardised approach and tight controls through a system that is easy to implement for franchisees, while also being easy to use, secure and reliable.

Key Benefits

- Online access for Franchisor, Franchisee and our staff
- Ability to tailor and brand the solution to the specific needs of the franchise
- Strong analysis and reporting capability
- A powerful scalable platform capable of handling large volumes of transactions by multiple franchisees in multiple locations
- Multicurrency capability to allow franchise to expand into other countries
- Ease of use – particularly in streamlining frequent repetitive transactions
- Software-as-a-Service pricing model means that the system could be implemented without no up front capital cost while maintaining a predictable cost base per franchisee as the franchise grows