

Client Case Study

“MicroChannel not only met, but exceeded our expectations. The professionalism and competence of MicroChannel’s Consultants are of the highest quality.”

**Jennifer Ai, Financial Controller,
Strategic Alliance Mortgage.**

SAM Loans

Strategic Alliance Mortgages was created to service and assist mortgage professionals. As a Wholesale Financial Enterprise, SAM presents a unique alternative for brokers and introducers to offer a wide range of loan products intended to better serve their clients.

Challenges

- The company required a financial management system that could be easily integrated into the existing in-house mortgage system.
- The existing financial management software was unstable, restrictive and incapable of adapting to business demands.
- The process of creating commission payments was error prone and labour intensive.
- Cost centre allocations and divisional balance sheets were required.

Solution

- SAP Business One with a focus on Financials, Sales and Payables together with a customisation for automated commission payments.

Achievements

- The Sales functionality was customised to integrate to the Purchase functionality to automate commission calculations and commission payments.
- SAP Business One aids in eliminating data discrepancies and accurately managing cash flows and receivables.
- MS SQL provided a stable, rock solid database platform.
- SAM Loans is now in a better position to anticipate client’s needs and through SAP Business One’s reporting features, management can now adapt to changing market dynamics faster based on real time data.

At a Glance:

Key Challenge: The company required a stable financial management system with automated commission payments that could be easily integrated into the existing in-house mortgage system.

Key Achievement: SAM Loans is now in a better position to adapt to changing market dynamics faster based on real time data.

Industry: Financial Services

Solution: SAP Business One

Solution Provider: MicroChannel