

# Sage Evolution ERP



by Sage Pastel

sage



## Sage Evolution EFTS solution helps Supreme Leisure offer a better customer experience

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**Supreme Leisure**, a Port Alfred-based supplier of marine boats and related accessories, has improved customer service and enhanced efficiency by implementing the EFTS Payments for Sage Evolution Retail POS solution. This module for Sage Evolution ERP is fast, safe, convenient and cost-effective way to accept and receive payments by credit, debit or cheque card.

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Based in Port Alfred in the heart of the Sunshine Coast, Supreme Leisure is an authorised service centre and supplier of some South Africa's leading outboard manufacturers including Suzuki, Mercury, Evinrude and Seadoo. The company has relied on Sage Pastel's Evolution as its core business system for more than five years.

When it identified a need to speed up and streamline its in-store payments process, it looked at EFTS Payments for Sage Evolution as an option. This integrated EFT solution is based on the Destiny Card Payments Service and helps merchants to process credit, debit and cheque card payments quickly and safely.

The Destiny Card Payment Service complies with both local and international banking requirements such as Chip and Pin, Payment Card Industry Data Security Standard (PCI DSS), EuroPay, MasterCard and Visa (EMV). Sage Evolution and Innervation - the developer of Destiny - worked remotely to help Supreme Leisure smoothly implement the solution.

The Destiny Card Payments Service connects the point of sale software to the bank-provided pin pad device in store and is integrated to all of the four major banks in South Africa as well as all major card companies including Visa, MasterCard, AMEX and Diners.

A key feature of the system is its integration with Sage Evolution. There is a reconciliation facility for easy bank reconciliations – no batch uploads required.

Says Ryan Reynolds, financial manager at Supreme Leisure: "Even though it's not the cheapest solution to buy and license, our business would not be where it is without Sage Evolution. The EFT Payments module is just another example of a solution from Sage Pastel that helps us to take our business to the next level.

"I have not had a single issue with the module to date. As soon as you process a payment, it's reconciled with the client's account. And it takes just two to three seconds from when the client punches his pin in. It's quick, easy, and has eliminated so many errors from our process. Plus, the faster we process a transaction, the quicker we can get to the next client - so there has been a positive spin-off for customer service."

Says Steve Cohen, managing director at Sage Pastel Accounting: "SMES like Supreme Leisure are always looking for ways to reduce risk and increased convenience both at the point of sale as well as in the back-office. An efficient cards payment system is one way they can deliver a better customer experience while streamlining their operations."

### About Sage Pastel Accounting

Sage Pastel Accounting is a leading developer of accounting, payroll and business management software for the small, medium and large enterprise market. Since inception, Sage Pastel has developed an in-depth knowledge and understanding of the industry, establishing itself as a market leader in Sub Saharan region. Thousands of businesses use Sage Pastel Accounting to run their businesses and trust Sage Pastel to help them achieve their business ambitions. Sage Pastel is backed by the global Sage brand.

### About Sage

We provide small and medium sized organisations, and mid-market companies with a range of easy-to-use, secure and efficient business management software and services - from accounting, HR and payroll, to payments, enterprise resource planning and customer relationship management. Our customers receive continuous advice and support through our global network of local experts to help them solve their business problems, giving them the confidence to achieve their business ambitions. Formed in 1981, Sage was floated on the London Stock Exchange in 1989 and entered the FTSE 100 in 1999. Sage has millions of customers and circa 13,000 employees in 23 countries covering the UK & Ireland, mainland Europe, North America, South Africa, Australia, Asia and Brazil. For further information please visit [www.sage.com](http://www.sage.com).