



# Aquila Partner Executive Summary

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## CONTACT DETAILS

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**Trademark:** Aqilla is a registered trademark under UK00002461228 on 12 July 2007 and renewed on 23 May 2017 in respect of Class 42 in Great Britain and Northern Ireland under the 1994 Trademarks Act (valid 10 years until 12 July 2027).

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## WHO ARE AQILLA?

Aqilla is a "designed for Cloud", Accounting / Postmodern ERP solution. Founded in 2006 and privately owned, Aqilla Limited is a pioneer in the development of cloud-based (SaaS), finance & accounting solutions. The founders have a rich heritage in the accounting & finance industry that dates back to the early 1980's and their passion to innovate led to their creation of Aqilla.

We are a UK based business with the sole focus of specialising in software for medium to large-sized businesses and organisations. We are currently accounting for £874 billion (US\$1.2 trillion) worth of business on the platform and have a presence in 49 countries across more than 670 organisations.

In the last 12 months the Aqilla platform has processed over £2 billion worth of GBP and EUR payments via 534k individual transactions. £660 million worth of customer receipts (across a million individual payments) have also been processed during this period.

We have noted 367k sessions (inc via the API) which equates to circa 1,000 sessions per day. The average session time is about 29 minutes (10.5k minutes of processing in one year) made up of 16 million page views.

Our customers have typically either outgrown entry-level systems such as Sage 50 or Xero or found systems such as SAP or Oracle too complex and ridged for their needs. Aqilla sits perfectly in the middle – the sophistication of SAP with the simplicity of Xero.





Complexity of use has, traditionally, restricted the use of accounting software to finance.

## WHAT IS POSTMODERN ERP?

“A technology strategy that automates and links administrative and operational business capabilities (such as finance, HR, purchasing, manufacturing and distribution) with appropriate levels of integration that balance the benefits of vendor-delivered integration against business flexibility and agility.”

**Gartner, 2014**

A postmodern ERP strategy is to use the best applications possible in each particular area of your organisation, while ensuring they adequately integrate with each other when necessary. These systems may be hosted either on-premise or in the cloud, based on the organization's needs.

To put it another way, a traditional ERP system is like the new car you buy every 10 years. A postmodern ERP system is like owning the same car indefinitely, but with various components that can easily be changed out as needed.

Postmodern ERP enables you to leverage best in class technology across your organisation whilst still benefiting from the advantages that sharing data between systems via integration provides. It also ensures that in the future you can upgrade or replace one element of your technology ecosystem without upsetting the rest of the business that are still enjoying the technology available to them.



## EXECUTIVE TEAM

**Colin's** early career was spent working for Smiths Industries where he was responsible for the implementation of a variety of mainframe and mini-computer systems.

After a spell as a senior consultant with Hoskyns, Colin joined Systems Union as a founding member and director of R&D, leading the development of SunSystems, the mid-market accounting systems leader, from its early inception in the early eighties.

In 1999, Colin recognised that solutions based on emerging web technologies offered an exciting new opportunity and left to set up ncSoft to develop a set of web-based applications covering time recording, expense management, and procurement. In 2004, Infor (Systems Union) purchased ncSoft and now offers these products as part of their SunSystems procurement and productivity portfolio of products.



Colin  
Christianson



Hugh  
Scantlebury

As EMEA Channel Sales Director at Systems Union, **Hugh** led a team managing a £30 million market which generated in excess of £11 million pounds worth of net revenue from channels selling integrated financial and business solutions in Europe, Africa and the Middle East.

At Sage, working as General Manager for the Corporate and European Division, he launched two new business initiatives focusing on OLAP and e-Business development services.

In 2002 Hugh took up the role of Managing Director for a 3i-backed business, Foundation Systems, which specialised in the supply, implementation and support of integrated financial and business management. This business became a wholly-owned subsidiary of Systems Union Group in December 2003, which in turn was subsequently acquired by Infor, a US\$2.1 billion corporation backed by Golden Gate Capital in 2006.

- General Ledger
- Sales Ledger (Accounts Receivable)
- Purchase Ledger (Accounts Payable)
- Credit Control / Debtor Management
- Cash Matching
- Sales Invoicing
- Purchase Invoicing
- Inventory Management and Stock control
- Asset Management
- Timesheet processing
- Expense processing
- Project Accounting
- Job Management
- Budgeting & Forecasting
- Powerful Financial Reporting & Extensive Analysis
- Business Intelligence
- Built-in key performance measurement (Smart KPIs)
- Advanced search, selection and drill-down (Smart Search)
- Multi-Currency
- Multi-Company
- International coding, tax and language flexibility
- Proper periodic management & business calendars
- Procure-to-Pay
- Document Management
- Workflows
- Journal Mapping
- Bank Reconciliation
- Optical Character Recognition (OCR)
- Full VAT handling
- Fully documented OpenAPI
- Microsoft Excel add-in, providing bi-directional integration

## PRODUCT SUMMARY

Aqilla is an Enterprise Grade, "Designed for Cloud", (SaaS) complete Finance System (aka Postmodern ERP), designed to meet the changing needs of the modern day finance department. It is accessible at any time, from anywhere in the world via any internet-enabled device.

All our customers access a highly flexible, single version, configured to their unique requirements. The software is updated every 6-12 weeks so all users operate on the most up to date version as soon as it is released. Its self-service nature is such that users can reconfigure the system and/or write new reports themselves removing complete dependence on the support team.

Aqilla is designed by some of the most experienced professionals in the industry utilising state of the art Web 2.0 open-source toolsets based around Java and AJAX technologies running over Oracle's MySQL relational database.

Aqilla develops all our technology in house and it is supplied to our customers via a web browser. We manage implementation, in life support as well as ongoing maintenance and updates to the software.



## AQILLA'S ARCHITECTURE

Aqilla has been designed by some of the most experienced professionals in the industry. Colin (our founding architect) leveraged learnings from decades of designing accounting software in previous roles to pioneer 'designed for cloud' accounting software in the UK.

As such Aqilla delivers a more modern approach to functional requirements that has resulted in a more agile, flexible solution that is simpler to implement and use without losing any of the sophistication that power users demand. Aqilla was designed specifically for high volume transactional processing.

Aqilla utilises state of the art Web 2.0 open-source toolsets based around Java and AJAX technologies running over Oracle's MySQL relational database. Transactional based systems are far better equipped by design to manage volume processing unlike those built on event-based architecture (typically systems derived from CRM) that throttle processing speeds when faced with large volumes.

Given our architecture is designed using elastic computing, MySQL databases and AWS data centres, this supports our ability to scale without limit by providing us with the necessary resources to do so. In turn, this results in a system that can manage high volumes of transactions without slowing down the user experience.



## BORN IN THE UK

Aqilla was founded in the UK and is headquartered in London. As such, the technology has been built specifically for the UK accounting industry. It is not a product developed for another market and adapted for the UK. Despite this, our multi-company, multi-currency and multi-lingual solution supports our customers' presence in 49 countries around the world.

## DESIGNED FOR THE CLOUD

When looking into buying cloud-based software you should ensure your supplier is very clear if their solution is cloud-native or cloud-hosted. There is a fundamental difference although some suppliers will have you believe they are the same.

Cloud-Native software (such as Aqilla) is software that has been specifically designed, developed and deployed to utilise the benefits of the cloud.

Cloud-hosted software refers to an application that has traditionally been installed on-premise (on an end-user device or within the company's IT infrastructure), that is then lifted and migrated onto cloud-based servers to make them accessible through a web browser.

However, pre-existing limitations still remain. Just because a legacy system has been migrated to the cloud, that doesn't mean it has adapted to the more modern approaches customers are keen to benefit from.

Additionally, this approach can require expensive improvement costs, difficulties with system updates due to the inflexible nature of older systems, and issues around compatibility and integration with newer systems:

Ultimately if you choose software that has been made to work in the cloud rather than developed for the cloud, you will inherit the same limitations that old, on-premise software suffers from. It will struggle to scale, updates will be less frequent and harder to implement and it will not be able to adopt modern technologies as swiftly.

This will result in software that is quickly out of date and not capable of leveraging the latest technologies. Don't buy software just for today, keep in mind your needs may well be different tomorrow - your software should be able to adapt.



## SINGLE COMBINED LEDGER

Aqilla uses a single combined ledger (aka unified ledger). The concept of a single combined ledger accounting application is often new to people who have used traditional modular accounting systems, though the idea is very simple.

Traditional modular systems have separate General, Purchase and Sales Ledgers which reflect times when accountants wrote information into large paper books or ledgers. Balances on control accounts were copied from one book to another, so that a full set of accounts could be completed and as an additional process control accounts were reconciled. This ensured that all of the individual entries added correctly to the control totals before any transfers were made.

In the late 1970s, computer experts spotted the potential for writing accounting systems using computer software. Quite rightly they asked accountants what they did and replicated the system of accounting used providing a solution that was easy to understand. This was the birth of modular accounting software which reflects the historic process by either generating information in the background or by batch updates from one ledger to another.

What the experts didn't ask was why accountants had this multiple book system. The reason for which is simply that having a single book would mean that having to accumulate values for what had been bought, sold or received in cash would be extremely difficult to manage and history had taught them how accounting should be done.

A single combined ledger accounting system works differently; it is a single book in which two entries, a debit and credit, are made at the same time. All of the debits add to the same value as all of the credits. The result is that no control accounts are required and no transfers to other ledger books.

The key benefits of a single combined ledger are that it eliminates repetitive creation of multiple entries for every transaction, removes the need to reconcile individual ledgers, provides instant access to the latest data and speeds up period/year-end closing.

There is no requirement for you to reconcile control accounts, and no opportunity for your system to be out of balance. In addition, there are no hidden background processes within software that need to be checked or maintained.

## POWERFUL, REAL-TIME REPORTING

The importance businesses now place on finance departments to provide up to date and accurate data is greater than ever before. An additional benefit of using a single combined ledger is the subsequent improvement in the accuracy and real-time availability of data for reporting.

Aqilla provides a variety of reporting capabilities from standard financial reports through periodic board packs to real-time dashboards. Aqilla can provide approved users, self-service access to all the information relevant to their role. Whether they be a project manager who wants to look at their project P&L, the finance department who needs to run an aged trial balance to aid credit control or a department head who wants to review up to date sales figures. Aqilla also simplifies the creation of board reports that can be recalculated and created for the latest period in a matter of seconds, removing an often 2-day exercise at month-end.

Again, modern technology should make it easy for you to conduct your administration so you can focus on what you are trained to do - make educated, strategic decisions to help your business meet their overall objectives.







## EXTENDED ANALYSIS (ATTRIBUTES)

While traditional accounting software uses structured account codes for the purposes of reporting, modern, single combined ledger systems use a simple chart of accounts plus a range of user-definable analysis codes that have independent coding structures.

The result is a flexible coding structure that can be configured to meet the needs of every business unit and even refined to capture different additional data, depending on the account or the type of transaction.

Customers can easily configure the ledger to define the dimensions of data they want, and also easily adapt the account's structure as business needs change.

Coding changes are much simpler, as the system does not rely on generating all the permutations of account and segments. Users can easily set up whole new analysis dimensions to cater to evolving data needs.

## IMPROVING AUTOMATION

We are acutely aware that the role of a finance professional is changing and the responsibilities of the department are intensifying. Our system has been designed to remove a lot of the administrative burden away from the finance department.

By building simple documents that leverage mandatory fields, lookup tables, workflows and predetermined journal mapping, we can empower users throughout the business with the ability to enter information into the accounting system.

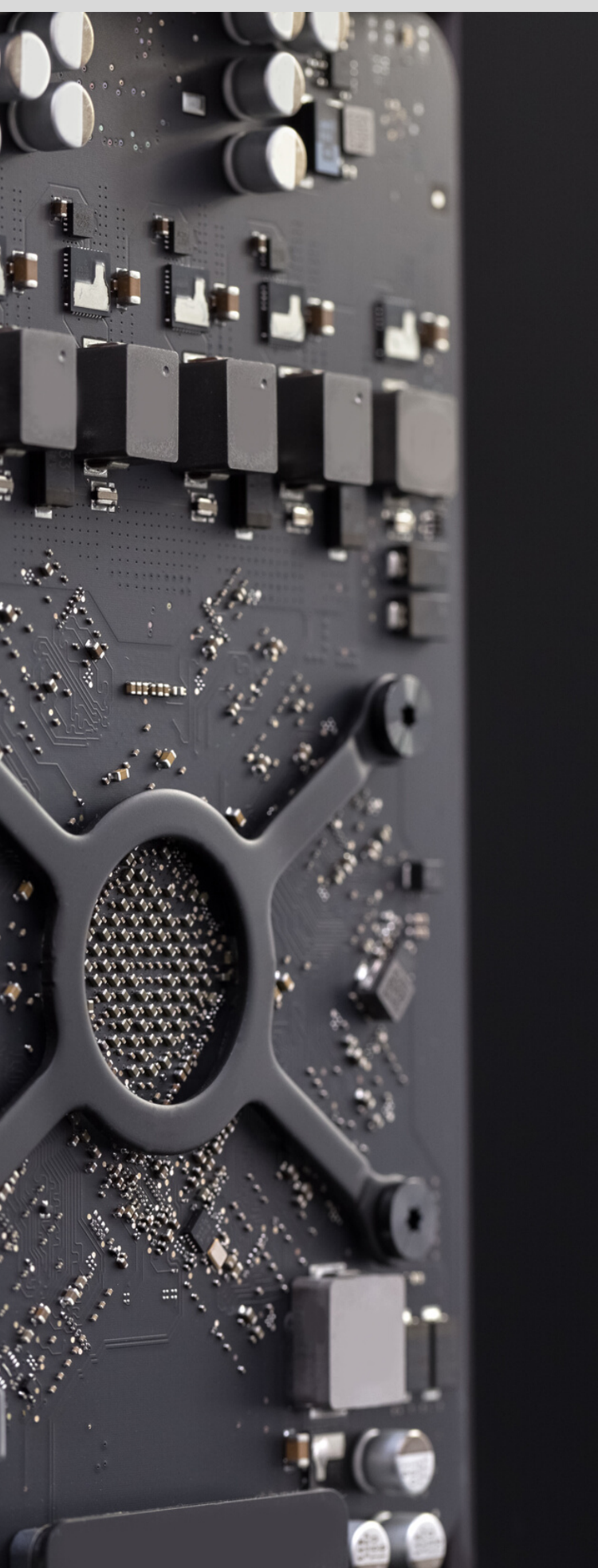
Due to these tools, there is no requirement for the user to have an understanding of accounting principles and the finance department can be at ease that the data is being entered correctly, mapped correctly and balancing automatically.

We look to provide our customers with as much control over their system as possible removing their reliance on our support team to make configuration updates and/or create new reports.

Trained users can simply add additional reference data fields (Attributes), change workflows, edit reference data and/or write new reports very easily and with no knowledge of web development required.







## POWERFUL INTEGRATION

Another key advantage of Postmodern ERP is how well it integrates across all your organisations best in class technology. Aqilla offers a fully documented REST API (Application Programming Interface) that enables external applications to interact with Aqilla. SOAP and JSON versions could also be made available if absolutely required are not currently public as standard.

Many of our existing customers are benefiting from our aforementioned API to automate processes, improve data integrity and improve the organisation's access to real-time data. Full CRUD (Create, Read, Update, Delete) functionality is offered for both documents and reference data, providing extremely powerful and flexible interoperability.

This enables totally seamless integration with MICROSOFT EXCEL, CRM, HR, order processing and other operational systems such as Salesforce.com, F&B Manager, PayPal, Obillex and many others.

## FIRST CLASS SUPPORT

Aqilla is continuously and automatically monitored at a system level. Should a user encounter a problem an email is automatically sent to our solutions team. Telephone support is provided and available during normal business hours and we endeavour to respond within 4 hours either by e-mail or by telephone (actual response times are however often faster than this). All problems and customer requests are logged and monitored on a centralised CRM (RSS) and Issue Management System (JIRA).

All Aqilla customers are assigned an Account Manager as well as a Consultant to support them through implementation and throughout the life of your contract. They are available to anyone within your organisation to ensure you maximise the value from your Aqilla software. Additional experts are provided when required.

Users have access to a comprehensive online help library, feature demonstration videos, product webinars as well as a UK support helpdesk to help them navigate the software effectively. We encourage customers to nominate 'super users' within their organisation who can act as an internal first point of contact and trainer to new members of staff.

Aqilla also hosts an annual user conference, giving our customers an opportunity to gain industry insights, meet the team, share thoughts and ideas with other users and understand how to get the most out of their investment in Aqilla.

The whole idea behind our support structure is to create a self-service solution whereby you have as much control over your system as possible but in the knowledge that the Aqilla experts are easily contactable to help whenever you require.



## FULL TRAINING

Aqilla provides full training support both during the implementation period as well as throughout the life of the contract, specific to the requirements of each user type. Aqilla encourages a "train the trainer" methodology as it provides the customer with a greater level of autonomy and self-service over their system.

Training requirements are scoped out during the planning meeting and full training is provided during implementation. Further training can be provided where required during the life of the contract.



## SOFTWARE UPDATES & MAINTENANCE

Due to the “Agile” rapid application development methodology employed by Aqilla, additional software features and enhancements are made available far more frequently when compared to a traditional vendor following a 1 to 2 year development cycle.

An additional benefit of this approach is that the Aqilla development team can consider and include customer suggestions for additional functionality and enhancements in a much more responsive manner.

Regular updates to Aqilla are made available to all customers every 6 to 12 weeks. Updates activate for users the next time they log into their account with no disruption to their service. Such updates typically provide incremental features and functions designed to improve the user experience and extend capability.

In the main, new functionality is provided on an ‘opt-in’ basis to minimise disruption to those users familiar with the use of the Aqilla application. Release notes in video and written formats are published so users can identify what is new. For any significant product update, full training can be made available.

Our development road map is influenced by industry and legislative changes, customer recommendations as well as our long term strategic plans. This ensures customers of Aqilla have access to best in class software year after year at no extra cost to them.





## SECURE & COMPLIANT SOFTWARE

Aqilla is fully compliant with UK Accounting Standards as set out by the Financial Reporting Council. Indeed our inherently flexible coding structure combined with account categorisation allows for the grouping of financial information for all statutory (GAAP, FASB, IASB, IFRS, FRSS and Sarbanes-Oxley) or management reporting purposes.

We appreciate data security is one of the main concerns of any business. As such Aqilla also follows the guidelines set out in the National Cyber Security Centre's 14 Cloud Security Principles and complies with all 14 principles. These principles are designed to give guidance to cloud service providers in order to protect their customers and align with ISO 27017 for cloud security. Aqilla provides full auditing capabilities as standard across the system.

Your solution is only ever housed in our government and ISO-certified, ultra-secure data centres managed by security cleared personnel. As an exclusively UK-based company, secure hosting offers guaranteed data sovereignty. Our data centre has several accreditations that confirms its commitment to quality and continuity. Our regular updates and UK based data centres ensure our solution is fully secure and fully EU GDPR compliant.



Aqilla is certified on the ICO data protection register (Ref No: Z1902508). All of this combined ensures your data is private and protected. (Our full data protection, disaster recovery and business continuity documentation can be made available on request).

## BACKUPS / DISASTER RECOVERY & BUSINESS CONTINUITY

Many commentators testify that operating your critical business systems in a secure, reliable and well-managed data centre providing automatic backup and disaster recovery protection proves more reliable than traditional in-house client-server based configurations.

Given the hosted nature of the application, full provision is made automatically for Disaster Recovery and Data Backup. Specifically, a full 28-day backup cycle is maintained at all times. Furthermore, it is possible for users to locally download a full backup of their data on a regular basis in CSV format for further safekeeping.

Core equipment and circuits are run below 50% capacity, allowing for bursts in traffic and network spikes to take place with no effect on our clients, so you are always equipped to handle increased visitors.

In the event of an interruption to our service, we have a Disaster Red Alert Group that ensures senior stakeholders and managers are engaged in a swift resolution of service. The business is constantly engaged in reducing any impact of unplanned unavailability of the platform and over the last 6 years has reduced the worst-case unavailability of said platform by a factor of 4.

The maximum age of a backup before it ceases to be useful (RPO) is not relevant. The Aqilla platform will always seek to restore the service to the last event posted. This is usually in the worst-case scenarios in the region of hours, not days (RTO). Aqilla is constantly backing up this data meaning our customers do not have to make provision for their own backup process. Of course, customers are welcome to make their own periodic backups should they feel it is necessary.





## SYSTEM RELIABILITY

Aqilla is proven to be highly reliable and is available to users 24 hrs a day, 7 days a week, 365 days of the year from anywhere in the world via any device that has an internet connection.

Despite regular improvements being made to the product and the data centre architecture, since the official release of Aqilla in 2006, we have tracked the uptime of our system to be consistently available for 99.999968% of the time.

Whilst obviously important to all our customers to ensure they always have access to their data; we have several FCA regulated Financial Service organisations and part of the Ministry of Justice using Aqilla that demand strict SLA's.

## CORPORATE & SOCIAL RESPONSIBILITY

Aqilla's mission is to create modern, cloud-based, multi-currency accounting solutions designed to suit the needs of demanding organisations wishing to deliver faster business benefits and reduce cost whilst meeting environmental and sustainability targets.

Studies show that moving your operations to a cloud-based solution not only improves the accessibility and security of your data but also has a profound environmental impact.

Moving to the cloud typically results in over an 80% reduction in the amount of power required to maintain the servers versus on-premise alternatives. This in turn has a positive effect on the environment due to the substantial reduction in carbon use.

Our Corporate Social Responsibility (CSR) company policy (available on request) outlines our commitment to give back to the world as it gives to us. We want to be a responsible business that meets the highest standards of ethics and professionalism.

Our company's social responsibility falls under two categories; compliance and proactiveness. Compliance refers to our company's commitment to legality and willingness to observe community values. Proactiveness is every initiative to promote human rights, help communities and protect our natural environment.

Aqilla complies with the 'GoodCorporation' code of practice. GoodCorporation is recognised worldwide as one of the leading organisations working in the field of corporate responsibility and business ethics. They have unparalleled expertise in checking and measuring corporate behaviour.



## CORPORATE &amp; SOCIAL RESPONSIBILITY (CONTINUED)

GoodCorporation helps its clients to identify whether good practice is properly embedded and what action might be needed to protect and strengthen reputation. GoodCorporation offers a range of corporate responsibility assessments and consultancy services, covering ethical management practices, anti-bribery & corruption, code of conduct audits, due diligence of intermediaries, mystery customer reviews, ethics training and a range of additional corporate responsibility services.

Our data centre has been accredited for demonstrating low carbon credentials and as such meeting the international carbon neutral standards. They are also ISO 14001 certified which affirms their environmental responsibilities.

Proactively we focus on our employees, customers, the environment and our community. Our company is dedicated to protecting human rights and has several initiatives to ensure our staff, customers and community are treated equally and with the respect they deserve.

Aqilla champions responsible business processes including a commitment towards utilizing recycled materials, recycling our waste, minimizing our use of energy and using environmentally friendly technologies.

Aqilla both adopts and promotes paperless working. The software's flexibility to be accessed anywhere in the world at any time on any internet-enabled device, coupled with its document management functionality and real-time reporting published to web dashboard means that organisations choosing our software can operate a paperless finance department too.

Part of the reason we chose to develop our solution using the MySQL open-source database is that it results in all our innovation being publicly available for the benefit of all. This is one of the initiatives that supports our commitment to our community. We also encourage our staff to volunteer.

Current volunteering includes St Johns Ambulance, mentoring with The Reasons Why Foundation, supporting local homeless shelters via Crisis, supporting 'Red Balloon' Learning Centres and many more. We also encourage charitable initiatives. Recent examples have resulted in donations to Cancer Research, Amnesty International, NSPCC and Water Aid.





## FRAMEWORKS

We have been an approved Crown Commercial Services supplier since 2013. We currently hold a place on HM Government's GCloud 11 Framework.



HM Government  
**G-Cloud**  
Supplier

In 2020 we were approved onto the NHS London Procurement Partnership Framework. (Lot 4 Software/Sub-Lot 4.2 Finance Software)



**London Procurement  
Partnership**



## COSTS

Aqilla is a subscription-based software-as-a-service (SaaS). We offer various user types to cater for the varying requirements throughout your workforce. Customers have the ability to set roles and permissions for each user type as well as define the workflows.

We look to simplify the pricing model by splitting the costs into 3 areas:

### 1) Set up costs (One-off)

This includes the initial consultation, system configuration, implementation and training. We charge all of this based on the number of days our implementation consultant spends on each component at our standard day rate of £875. The number of days required are dependent on the complexity of requirements. An indicative number of days that will be required are provided at quote stage.

### 2) Ongoing usage fees

Every customer pays a monthly fee of £15.00 for their system plus £10.00 for every entity they are accounting for. In addition, you also pay a monthly usage fee based on the volume and type of user who has access to the system at any given time. You can add and remove user's month to month as required. This fee includes tech support as well as system upgrades/maintenance during the life of the contract.

### 3) Consulting (Ad Hoc)

If you require additional help from a consultant (beyond the scope of support) during your contract for things such as additional training, reconfiguration of your system or support with integration into your wider IT infrastructure, we charge as required at our standard day rate of £875.

Each customer must have at least one Enterprise or Pro user (Dependant on single or multiple companies).





## USER TYPES AND COSTS

### Expense Only

- ✓ Create and approve expenses

£3 a Month

### Expense & Timesheets

- ✓ Create and approve both expenses and timesheets

£5 a Month

### Core Service

Expense and Timesheets plus:

- ✓ Documents (Create & Post financial transactions)
- ✓ Enquiry (Query by account Type & Status)
- ✓ Reports (Financial analysis & reporting)

£12 a Month

### Line of Business

Core plus:

- ✓ Reference (Maintain data on customers, suppliers, projects etc..)

£25 a Month

### Professional

Line of Business plus:

- ✓ Journals (Your financial control desk)
- ✓ Process (banking and payment functions)
- ✓ Configuration (system settings, structure and workflows)

£60 a Month

### Enterprise

Professional plus:

- ✓ Multi-Company

£80 a Month

### Additional Services

Advanced Reporting Editor (SharperLight)

£33 per user, per month

Advanced Reporting Web Access (SharperLight)

£12 per license, per month

RESTful API (integrate with other applications)

£60 per application, per month

Enterprise RESTful

£250 per month

Consultancy / Training

£875 per day

**Note:** Aqilla offers Not-for-profit and volume-based discounts as standard.

# IMPLEMENTING AQILLA

Aqilla has successfully completed more than 1,000 implementations over the past decade. Most of our work is migrating organisations away from a legacy solution but we have also completed fresh implementations for new organisations.

An implementation team is formed to fully support the build and roll-out of your new system whilst ensuring all your project requirements are met and on schedule. This includes an Account Manager and Implementation Consultant as standard. If additional experts are required they are added to the team as necessary. Broadly speaking a project is normally divided into four phases:

## Phase 1 - Scope

**Project Initiation** - A meeting between all members of the Project Team and other stakeholders to agree on roles, responsibilities and confirm the key business objectives of the project.

**Instance creation** - Aqilla databases are created to support the commissioning of data.

**Project Team Training** - For more sophisticated clients Aqilla normally recommends a 'train-the-trainer' approach such that a customer has its own in-house capability to new staff in the use of the areas of the application that are relevant. Aqilla can also provide access to bespoke training resources as required.

## Phase 2 - Design

**Business Mapping** - With the benefit of prior knowledge and the assistance of the Aqilla Delivery Consultant, key decisions are made as to the structure of the Chart of Accounts, Business Document definition (and attendant analysis, workflow, authorisation etc.) and Reference Data definition.

## Phase 3 - Build

**System Build** - The core system definition is constructed remotely.

**User Training** - This is normally conducted in a separate training instance of the Aqilla application such that your staff may become familiar with the functionality of the solution without any risk to live data.

**Data Migration** - Normally done parallel to Phase 4 using a combination of Microsoft Excel / and the Aqilla Web-Services API.

**Acceptance** - A checkpoint to ensure the resulting design and instance supports the key objectives of the project.

## Phase 4 - Deploy

**Deployment** - Delivery of live login capabilities to end-users throughout the organisation.

**Post-implementation review** - To confirm the key business objectives agreed in Phase 1 have been met. Future objectives may be scoped out to provide further benefit/capability.

# ACCREDITATIONS & CERTIFICATIONS

## ISO 27001:2013 certified

We have implemented a bespoke Information Management System across our entire business to address the security of information, wherever it is held.



## ISO 27017:2015 certified

ISO 27017 provides information security controls that must be implemented, specifically relating to cloud services.



## ISO 27018:2014 certified

This certification ensures we provide secure public cloud computing environments for the protection of Personally Identifiable Information (PII). It complements the data processing responsibilities set out by the GDPR.



## ISO 9001:2015 certified

Our internal Quality Management System ensures that we continue to meet, if not exceed, client expectations.



## SOC 1

System and Organization Controls (SOC) Report



## SOC 2

System and Organization Controls (SOC) Security



## SOC 3

System and Organization Controls (SOC) Security



## Cyber Essentials +

This government-endorsed standard demonstrates our data centre has the five Cyber Essentials controls implemented to help protect against unskilled internet-based attackers to keep your data safe.



## PCI DSS Compliant

We are compliant in our operational processes relating to PCI DSS standards. This means that all transactions processed by UKFast meet these security requirements..





# AQILLA IS TRUSTED BY SOME WONDERFUL ORGANISATIONS



**SHELL**  
**FOUNDATION**

**wahaca**  
mexican market eating



**sage**

People

The  
Local Government  
Boundary Commission  
for England

**Pump**  
**Aid** Beyond Water



*Citizenship  
Foundation*



**RAMADA**  
BY WYNDHAM

The  
**Thalidomide**  
Trust

## CUSTOMER TESTIMONIALS

"We looked at Xero but it was too small for the volume of transactions we have and also NetSuite which was too complicated. We chose Aqilla primarily because it is designed by UK accounts specialists. Unlike others, it is not a US product disguised as a local one. We have a very good relationship with the team at Aqilla and that is important to us. It became obvious at the Aqilla user conference that we are working with people who share our goals and that we are part of a like-minded user community.

One of the benefits of working with Aqilla is the level of attention we get as clients. With a larger supplier, we might be waiting for months to have adaptations made by an implementer; with Aqilla, it was done straight away. The fact that we are all accessing one and the same system in the Cloud means we are always on the latest version and the software is continually being improved. With our previous supplier, we might have been three or four versions behind and upgrading would come at a price.

We can now generate management reports in the click of a button but we know it can do so much more to improve our overall business intelligence. Aqilla has made life much simpler for my processing staff and reporting is definitely easier already but we want to use the time that we are saving to explore the system further."

**Spotlight's CFO, Claire Adams**

"The issue of data storage is a big one for us. We wanted the benefits of a cloud solution but needed to be confident that it wouldn't risk a breach of conduct. We evaluated FinancialForce and NetSuite but couldn't be absolutely certain that our data, if stored in the US, would be protected. With Aqilla, there is no chance of running into statutory or regulatory issues."

**Argonaut Capital's CFO, Gemma Hutton**

"Aqilla makes reporting really easy because the information is always up to date and easy to view. The dashboards which have been created for us are really useful. We want to set up more reports which can be shared in a dashboard format so that we all have instant access to the information we might want to see at any point in time."

**Thalidomide Trust's Finance Director, Jenny Tunbridge.**

"We needed a system to integrate our CRM and the web. Aqilla's solution was very straightforward to purchase and promised a significant saving of time and money. A major attraction was Aqilla's ability to meet our unique accounting requirements as a charity. The result has been a great success."

**Charity Organisation, Leap Confronting Conflict**



Don't believe  
everything you  
see and hear:

## Subscription vs. SaaS

Subscription payments are different to SaaS. Paying your yearly licence in monthly instalments is not a cloud-based service; SaaS models offer no minimum terms or commercial penalties.

## Accessibility matters

The openness of cloud-native technologies means regular delivery of new features and functionality - as part of your investment, these are not an additional spend or additional maintenance cost.

## Anytime, Anywhere

Cloud software requires **no downloads**, you are always running the latest version, available anytime, anywhere.

### About Aqilla

ACHIEVE MORE.  
DELIVER BETTER SERVICES.  
SAVE TIME. SAVE MONEY.

Established in 2006, Aqilla is the developer of online finance and accounting solutions designed for medium to large-sized businesses and organisations.

Its existing client base is a testimony to the fact that service and support are second to none. The provision of its Cloud-based accounting software is proven and reliable - since 2008, Aqilla has been available for 99.9997% of the time in any 24-hour period, in any seven-day week.

Aqilla is revolutionising the finance industry with Cloud-based accounting solutions that provide real value, on-demand and from anywhere. Easy to use, affordable, and with no exorbitant annual maintenance fees, Aqilla is a product that end-users will want to acquire, use and make good economic sense of.



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