

Clube Amigos do Basquete, Portugal

Company Profile

O Clube Amigos do Basquete (www.cabmadeira.net) in Funchal, Madeira, is a well known basketball club not only in Portugal but also internationally. It was founded in 1979, with the main goal of implementing the exclusive practice of basketball for both genders and all ages. These goals still stand with more than two hundred players of both genders and amongst them the Senior Girls team competing in the Main League.

CAB has won many titles through the years, including some National Championship titles, Portuguese Cup, Supercups and a systematic presence in the European FIBA Competitions. CAB has trained many female players that have become international professionals, playing also in the Portuguese National Team.

A new era: FirstOffice Professional

The different management departments of both institutions, considering the excellent combination of cost/benefit regarding the use FirstOffice Professional, chose to share a common database, with different companies and access groups, this way reducing the investment and increasing the productivity of the software. They are now able to analyse all of the bookkeeping information in real time from all the different departments through the different modules, keeping this way a liable management of all the entities involved in this process, namely:

- Government through the management of the subsidies and protocols.
- Suppliers and customers, keeping the Purchase and Sale Ledgers organized.
- Sports agents (athletes, coaches, agents), Nominal Ledger updated, and receipts regarding all types of income.

The Solution

Before FirstOffice Professional, CAB and CAB Madeira, SAD had an external bookkeeper that kept accounting up to date. Now that they have FirstOffice Professional implemented, the bookkeeping is done internally by the administrative services that have access to the different modules. The accountant keeps track of all transactions periodically and he always has up-to-date information available, so his tasks are reduced to making corrections and adjustments when necessary.

With FirstOffice Professional, and only one user, it is possible to manage these two entities. "A sports club and a sports-related public limited company are, from the administrative and bookkeeping point of view, very complex structures,

The basketball club, Clube Amigos do Basquete (CAB) and CAB Madeira, SAD (Sociedade Anónima Desportiva) has found in FirstOffice Professional the software solution to connect its front and back office operations.



due to the specific needs of the sports activity, arising the need to adjust its practices to the financial reporting required by law," said Eduardo Raposo, responsible for CAB's bookkeeping. "However, with FirstOffice Professional it is possible to satisfy these needs and CAB is a good example of this."

Benefits and Results

According to Eduardo Raposo, the most important benefits in using FirstOffice Professional are:

- Control and easy checking of all accounting transactions
- Reliable data exchange and documentation system between the different companies
- Thanks to using objects in bookkeeping, costs can be controlled through cost centres (training, facilities, senior feminine team, events etc.), making it possible to run independent reports that give a 360 degree view of the real costs of the companies
- The easiness in running reports combining different years, since in the sports activities the sports season may not be the same as the civil or economic year.

Looking into the Future

CAB and CAB Madeira SAD would soon like to upgrade to HansaWorld Enterprise with its powerful integrated CRM tool as this would be the ideal solution in order to make communication between these two sports entities even more efficient. For example, it would make the communication between both institutions and its supporters more fluent, as well as the communication between all involved entities (the government, the Basketball Federation, association, suppliers, athletes, coaches, etc). The use of HansaWorld Enterprise's mailing lists available in the CRM module would be a very useful tool for both clubs in order to inform its supporters on different issues.

The Internet Services that HansaWorld offers, namely, the SMS's would also be of great interest for these institutions, making it easier for example to summon players, keep the public informed about the season's calendar or ask about due fees from the supporters.

"We could improve communication between different parties with the creation of new communication channels, and also the improvement of the financial information thanks to multiobjects, which in a complex activity like this one ease procedures and avoid having to use external tools," commented Eduardo Raposo, regarding the potential upgrade to HansaWorld Enterprise with integrated CRM. He also remarked that "HansaWorld's multiobject allows us to calculate a trustable analytical cost, essential for the value of each player according to their training plan, and makes it possible to measure this value as an income."

Showing great interest in an upgrade to HansaWorld Enterprise, Raposo added: "As a public institution that we are, and due to the financial difficulties that all clubs are going through, one of the ways that we are considering an upgrade is through finding a business partner, with sponsors for both partners."



About HansaWorld

HansaWorld is a business solutions provider with nearly 20 years of experience in the international software market. It is our ambition to stay ahead of change and constantly offer customers more efficient ways of running their businesses. With more than 69,000 installations world-wide, we have the experience to be your future proof software partner combining global knowledge and local representation.