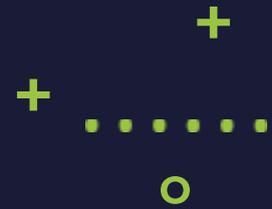




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Five

Reasons Businesses Upgrade to Sage 200 Standard with EBS

A practical guide for business leaders.
Reducing manual effort, strengthening control
and supporting sustainable growth.



ebs.tech



Introduction

When growth _____ _____ outpaces the system

Most finance system upgrades are not driven by dissatisfaction; they're driven by mismatch.

The business grows in scale and complexity, while the system remains static.

Over time, gaps appear:

- Reporting becomes slower and harder to trust
- Manual processes increase
- Finance teams spend more time maintaining data than analysing it
- Risk increases quietly, often unnoticed until pressure points arise

At this stage, the question for many Finance Directors and Managing Directors is not *“Do we like the system?”*

It's *“Does the system still give us control, confidence and resilience?”*

This guide outlines the **five most common reasons** growing businesses move to **Sage 200 Standard**, and how leadership teams evaluate whether it is the **right next step.**



The system is no longer comfortable at scale

Entry-level accounting systems work well within defined limits. Beyond those limits, performance and reliability can decline.

As transaction volumes rise and operations become more complex, common issues emerge:

- ✗ Reporting takes longer to run and reconcile
- ✗ System performance slows at peak times
- ✗ Data confidence reduces under scrutiny

When this happens, finance teams compensate manually, increasing effort and exposure.

EBS perspective

Sage 200 Standard is designed for businesses that have moved beyond basic accounting but do not need full ERP complexity:

- **Speed and scale** remain reliable as your business continues to grow
- This system puts **control back** in the hands of your finance team



Spreadsheets have become operational tools

When there is an over reliance on spreadsheets for running finance and operational processes, risk increases.

This typically shows up in:

- ✗ Management reporting
- ✗ Reconciliations
- ✗ Stock and operational visibility
- ✗ Month-end completion

Manually managed processes increase reliance on key individuals, are time consuming, raise the risk of error and weaken audit confidence.

EBS perspective

Sage 200 Standard centralises data and reporting, reducing manual intervention and improving consistency:

- **Consistency** increases for those critical business reports with a stable system
- **Resilience** for month-end outcomes is secured with reliable processes over people

The business needs functionality the system wasn't built for

Growth introduces new operational and financial demands that entry-level systems often struggle to support. These typically include:

- ✗ Managing higher volumes of transactions
- ✗ Controlling stock across multiple locations or sites
- ✗ Multi-currency transactions
- ✗ More advanced reporting, permissions and user controls

Attempting to bolt these capabilities onto systems not designed for them increases complexity, risk and cost.

EBS perspective

- Complexity is reduced by replacing manual workarounds with one **unified system.**
- Audit, ISO, and compliance demands are met more easily with a system built for **depth and scale.**

Disconnected systems are creating friction and risk

As businesses grow, finance systems often sit alongside CRM, stock, eCommerce and operational tools that do not integrate cleanly.

The result is:

- ✗ Duplicate data entry
- ✗ Reconciliation effort
- ✗ Inconsistent figures across systems
- ✗ Reduced confidence in reporting

These issues scale with volume.

EBS perspective

Sage 200 Standard supports stronger integration across finance and operations, improving data flow and reducing error.

- **Confidence** in financial data increases with a single, integrated system
- **Integration resilience** improves when processes are automated rather than manually checked

The finance function is absorbing too much pressure

When systems fail to scale, finance teams compensate. This often results in:

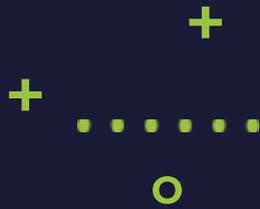
- ✗ Increasing manual workload
- ✗ Reliance on key individuals
- ✗ Difficulty onboarding new staff
- ✗ Less time spent on analysis and insight

Over time, this becomes a leadership concern rather than an operational one.

EBS perspective

Sage 200 Standard restores structure and predictability, enabling finance teams to support growth rather than struggle with it:

- **Finance scalability** improves through system-led performance
- **Business value** increases when finance shifts from maintenance to insight



Experience Sage 200 Standard with EBS and our Free 30-Day Trial

See how Sage 200 Standard and EBS can transform the way you manage your accounting, reporting and day-to-day financial operations. Your 30-day free trial gives you full access to the leading cloud-based finance system for growing SMEs and mid-market businesses.



Explore real reports and workflows



Test reporting and controls



Make an informed decision



Assess suitability with minimal disruption

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Our experienced and friendly team are always happy to assist with your enquiries. Customer Service is at the heart of everything we do, and we'd love to hear from you.

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