

Lighting design – Fulcrum Lighting Ltd - Bristol

Fulcrum Lighting Ltd specialise in the creative design and implementation of lighting and power systems for applications ranging from live events, exhibitions and themed environments to retail outlets, bars, restaurants, leisure developments and private homes. It is a client-focused company, which strives to exceed clients' expectations in the quality of service that it provides. The aim is to build a long-term relationship with customers, to offer personal service, and to develop and extend the effective use of lighting and power within client projects.

Fulcrum is an independent solution provider, with the ability to tap in to a global network of partnering equipment suppliers and reputable designers, project managers and engineers, to deliver innovative solutions with creative flair and technical expertise. All members of the creative team at Fulcrum bring a diverse design background to their work, including extensive theatrical, architectural, event and exhibition



applications. A knowledgeable technical group, with many years experience in transforming design into reality, supports the design process with on site implementation.

Services include - Creative Lighting Design and Consultancy; Project Management, Co-ordination and Logistics; Specifying and Sourcing Equipment; Installation, Focusing and Programming, and Technical Liaison, Drawings and Support. The customer base extends to several blue chip organisations and the innovative approach that the company has is always in demand.

Richard Cross (MD) said, “It is very difficult to find software that can cope with the full business process – planning and estimating, job purchasing, cost collection and subsequent customer invoicing. The exordia software impressed me so much that I felt it had been written specifically for our industry.”

The typical job cycle at Fulcrum starts with a request for quotation, which the engineers develop using Exordia Job Costing; in many cases deploying previously designed templates (which are simply edited) to speed the job planning and estimating process. When the customer accepts the quotation, it is converted to a job and purchase orders are raised within the program for the procurement of bought in materials and services. Costs are collected, mainly from supplier invoices, and logged against the job. Finally, Exordia Job Costing is used to invoice the work to the customer and the details are automatically transferred to the customer files in the Sage accounting program.

“The main benefits we see are in planning and monitoring job costs,” commented Richard “we were attracted to the program by its front end and ease of use, its simplicity and affordability. We have had a multi user version in use for some time now and we are delighted with the results.”

Exordia Job Costing is a companion program for Sage Line 50 Accounting Software for Windows and is accredited by Sage Software as a “Sage Addition“ product. If you would like to find out more about cost management products from Exordia visit www.exordia.co.uk.