

Have you outgrown your spreadsheet?

FREE
15-minute
spreadsheet
check
INSIDE

A practical guide to better business systems

- ✓ Spot the signs it's time to change
- ✓ Understand your options
- ✓ Know where to start



iNFERRED

We build the systems your business runs on.

inferred.co.uk

Is the spreadsheet doing too much?

Spreadsheets are brilliant, until one becomes the place several people run live work, with emails, phone calls and paper filling the gaps.

TICK THE ONES YOU RECOGNISE

☐**The same details get typed in twice.**

A quote is retyped into a job sheet, then again into an invoice.

☐**People ring round for the latest position.**

Is it in stock? Is the job ready? Has that item come back? Finding out takes a call or a message.

☐**One person knows how it all works.**

They understand the formulas, the exceptions and which copy is the real one. When they're away, work slows down.

☐**Work waits to be typed up.**

Collection sheets, site notes and workshop updates reach the office long after the work is done.

☐**Customers find the mistakes first.**

A double booking, a missed order or a wrong price that nobody spotted in time.

TICKED TWO OR MORE?

That's worth a free 15-minute spreadsheet check. Start with the problem that costs the most, and see the back page for how to book.

You have more than one way forward.

The right answer is the smallest change that handles the real work, including the awkward exceptions. We'll tell you which one fits, even when it isn't us.

01

Improve what you have

Clearer ownership, a few checks or some training can be enough when your tools already fit.

02

Use a ready-made product

If your needs are common, an off-the-shelf package may be the sensible choice, and we'll say so.

03

Connect the missing step

Keep the software that works and link the gap: a form, a tablet app or a task that runs itself.

04

Build around your process

A system built for your business makes sense when your pricing, rules or handovers keep forcing people back to manual work.

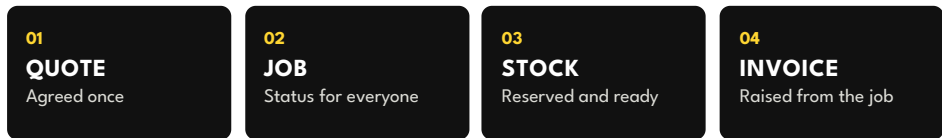
PUT A NUMBER ON IT

**10 minutes x 30 times a week
= 5 hours a week**

That's 260 hours a year, nearly seven working weeks, spent on one repeated task. Measure your own: your number is the one that matters.

One record. A clearer working day.

A business system gives everyone the same, up-to-date information: entered once, used everywhere.



Illustrative workflow. Every system is shaped around the business it serves.

Quotes and jobs

Agreed details flow from quote to job sheet to invoice without being retyped, and everyone can see what's waiting for approval.

Stock, hire and orders

See what's on the shelf, what's reserved, what's out and what's damaged, before you promise it to a customer.

Collections and site work

Record the work where it happens, on a phone or tablet, even with a weak signal. The office sees it when it syncs, not when someone gets back.

Customer portals

Let customers check orders, bookings and documents for themselves, any time, without picking up the phone.

BUILT TO FIT HOW YOU WORK

We build office systems, field apps and customer portals. Software that already does its job can stay.

Built for work that happens every day.

Wherever spreadsheets and paperwork pile up, the problem takes the same shape. Some of the businesses we build for:

Manufacturing, print and signs

Quotes, job sheets, production tracking and invoicing.

The same quote gets retyped three times.

Wholesale and distribution

Stock, order processing, supplier price lists and trade portals.

Orders arrive by email and are keyed in by hand.

Hire, removals and storage

Bookings, availability, items in store and what's due back.

The same item gets booked twice.

Waste and recycling

Collections, weighbridge records and compliance reporting.

Paper tickets typed up at the end of the day.

Trades and field services

Job scheduling, site visits and tablet apps for engineers.

Job sheets come back days after the visit.

Professional practices

Case and contract tracking, and private AI for confidential files.

The answer is in a file nobody can find.

SEE IT IN PRACTICE

Ask us for case studies from businesses like yours, or see more of our work at inferred.co.uk

Start with one process.

Prove it works.

Begin with the part causing the most trouble, then extend when the next step earns its place.

1

Understand

We walk through a real job with the people who do it, and capture the rules, exceptions and information they need.

2

Agree a fixed price

Scope, price and what success looks like, agreed in writing before work starts. No day rates, no surprises.

3

Build and test

We test with real-world records, including mistakes, changed orders and missing information, not just the easy route.

4

Switch over carefully

Data checked, team trained and the changeover planned, with a clear way back if anything needs correcting.

5

Support and extend

Every system is documented. Optional support keeps it healthy, and new features are added when they have a clear purpose.

COMPARE THE WHOLE COST

Ask any supplier for setup, data transfer, training, hosting and support alongside the build price. We put all of ours in writing.

Before you choose a supplier.

Could we build it ourselves?

Possibly, and a prototype is a good start. A system used every day also needs checked data, access controls, backups, testing and someone responsible when it goes wrong.

Do we have to replace everything?

Usually not. We keep what works and connect to it, and we confirm a connection is possible before we promise it.

Who owns it?

You do. You receive the source code, documentation and a proper handover, so the system never depends on us. Ongoing support is optional.

Where will it run?

On your own server or on hosting we manage, whichever suits the job. Access, backups and running costs are agreed before the build.

What if something needs fixing later?

Every system is documented and tested backups are part of our support. Because you hold the code, you are never tied to one person or one supplier.

WHAT HAPPENS AFTER THE FREE CHECK?

If there's a change worth making, we'll explain it and put a fixed price in writing.

If there isn't, we'll tell you, and you'll have spent fifteen minutes. There's no obligation either way.

FREE 15-MINUTE SPREADSHEET CHECK

Tell us what your spreadsheet does.

Bring the one that causes the most trouble. We'll tell you honestly whether it's worth changing, and what we'd do first. No technical brief needed.

What does it manage?

Who uses it?

What goes wrong?

✓ **First conversation free**

✓ **You own the code**

✓ **Fixed prices, in writing**

✓ **No per-seat licence fees**

Based in Horsham. You'll talk to the people who design and build your system, not a sales team.

INFERRED

We build the systems your business runs on.

hello@inferred.co.uk

01403 597 099

inferred.co.uk/spreadsheet

Horsham · Sussex, Surrey & the South East



**SCAN TO BOOK
A FREE CHECK**