



MIDDLESBROUGH FC, UK

Speed, accuracy and exceptional levels of customer support: three reasons why Middlesbrough FC chose to work with Cummins Allison.



Before Middlesbrough FC invested in a new EPOS system, their daily revenue reconciliation method of counting cash manually was taking up to eight hours which was effectively closing the accounts department for a full working day. After installing the EPOS system, which allows for the real-time analysis and tracking of all cash and transactions, Middlesbrough FC was able to reconcile the revenue on the same day of trading minimising any errors and identifying and rectifying theft.

Solving the Club's challenges

As well as needing help with processing the gate money on match days, the Club needed help processing the large amount of cash generated by the venue's concourse and hospitality suites. Also, the club needed a way to count smaller amounts of cash on a daily basis from hiring out the venue for conferences and events.

Given that the Club used weighing scales for coins in the past, which were not built for the volume of cash that was taken in on a match day, Kieron Wilson, Operational Cost Accountant, Middlesbrough FC knew the Club needed a better way to count cash and coin. Kieron contacted a number of different suppliers and chose Cummins Allison because he was impressed with their professionalism and understanding of the Club's business requirements.



The coin counting machine in particular has been a revelation.

Kieron Wilson, Operational Cost Accountant, Middlesbrough Football Club

"Our representative from Cummins Allison visited the stadium, he was extremely professional and understood what our business required. Alongside this he was so confident in his product that he would let us trial the product until we decided on the products and the quantity we required. No other supplier came close to providing the same customer service level as Cummins Allison," said Wilson.

Easy to use

It is not always easy to bring in new working methods but Kieron Wilson said that the staff at Middlesbrough FC have all responded well to the machines.

"Cummins Allison provided in-depth training on the machines not only in terms of operations but also fixing and errors which could occur along the way."

Wilson is pleased with the machines, saying that they "allow the office to be much more efficient than the previous method of counting the revenue from a game, the coin counting machine in particular, has been a revelation" and as for the future he says, "our next development with the coin machine will be to start banking using the larger bags."

20 percent productivity improvement

"Installing the Cummins Allison machines has helped in many ways. The operation can now be conducted on the main day of our trading with a much higher degree of accuracy as it removes human error. The accounts department's output has increased by 20% due to the cash being counted on the same working day.

"Given the live data that the EPOS system now provides, we can reconcile any differences in theoretical vs actual cash in an extremely timely manner allowing the company to keep cash variance to 0.0002% on our last game," said Wilson.



The solution

For coin processing the Club purchased a JetSort® 1000 – a compact, versatile and reliable commercial coin sorter which counts up to 2,200 coins per minute. While small in size, so taking up the least amount of room, its robust technology is fully featured, providing a wide variety of advanced options. Integrate this automatic coin sorter with a currency counter, printer or computer to maximise productivity and efficiency.

For note processing the club purchased a JetCount® – a reliable, compact and easy to use commercial note counting machine which, at selectable speeds of up to 1,600 notes per minute, makes quick work of even the highest of volumes of cash.

Cummins Allison offers the fastest, most accurate and most reliable cash and coin processing solutions in the industry. Our knowledgeable sales professionals meet with you to understand your needs and after the solution is in place, can train your staff to get the most from the equipment. Learn how you can benefit from our offering at

www.cumminsallison.co.uk



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Generations of Vision and Excellence

Cummins Allison sets the standard for accuracy and dependability.

Cummins Allison is a global leader in developing solutions that quickly and efficiently count, sort and authenticate currency, cheques and coin. Our leadership in technology and product innovation spans more than 125 years. Cummins Allison serves the majority of financial institutions worldwide, as well as leading organizations in retail, gaming, law enforcement and government. Ninety-seven percent of our customers would recommend our products and services.

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