



## The British Institute Of Innkeeping Rolls Out Pro-7 From ProTech

*Instant time and cost savings for the BII with new record management software.*

The British Institute of Innkeeping (BII), the professional body for the licensed retail industry, has implemented Pro-7, the latest release of ProTech Computer Systems' record management software, as part of a total order valued in the region of £250,000. Pro-7 provides the Institute with a central knowledge base that records the activities and transactions of its 16,000 members, resulting in enhanced communication and customer relationship.

Jonathan Stemp, IT Manager for the BII comments, "We looked at a number of record management systems in the market but ProTech's Pro-7 software impressed in terms of its flexibility, scalability and ease of use. The ability to configure the software to suit our own business requirements was a key driver and this has enabled us to realise immediate time and cost savings. We are now also confident that we have a system that can grow with us as we continue to expand our membership base."

He continues, "In our role as an awarding body for the licensed retail industry we needed to be able to create new candidates almost immediately and with Pro-7 this is a very straight-forward, user-friendly process. The ProTask Manager allows us to set up templates with a wizard that guides users through each step of the candidate registration process."

The BII will soon be taking advantage of the Events Management module within Pro-7. The BII and its regional councils hold several events throughout the year for members, and this module provides a powerful marketing tool in terms of the data capture. In addition to streamlining the planning and co-ordination of events, the Events Management module profiles each member and attendance at events.

Commenting on the relationship with ProTech, Stemp concludes, "We have an excellent working relationship with ProTech and their consultants. They have been proactive and have

worked hard to meet all of our requirements, producing a system that delivers broad functionality and supports our ongoing business activities."

The BII was set up in 1981 and has a growing membership of over 16,800 individual members. Benefits include status as professionals, business savings and support, and a number of personal benefits. The BII also has its own awarding body, BIIAB, which is nationally accredited by the Qualifications and Curriculum Authority (QCA). In 2004, BIIAB processed over 132,000 examination entries.

### About ProTech Computer Systems

Established in 1995 ProTech Computer Systems (ProTech) continues to experience sustained and successful growth.

ProTech provides specialist software solutions for Record, Relationship, Fundraising and Marketing requirements. ProTech software is used by many of the country's leading Not for Profit, Sports and Leisure, Trade Unions and Public Sector organisations.

ProTech headquarters are based in Birmingham with a further UK sales and marketing office in Stevenage. From these locations dedicated facilities are provided to clients including support, training, development and implementation services.

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