

Gallos Solutions Partnering with award winning property developer Salboy on their COINS journey

Award winning property developer and funding company Salboy www.salboy.com are delighted to announce that they are partnering with Gallos Solutions to support the implementation of COINS ERP across the Salboy business.

About Salboy

Salboy is an award-winning property company developing and funding high quality housing and property developments throughout the UK.



From city- centre skyscrapers to landscaped communities of family homes, Salboy unlocks the potential of sites primed for regeneration, to create thoughtful, inspiring spaces that will thrive for generations.

Founded in 2014 by Fred Done (founder of BetFred) and Simon Ismail, Salboy has delivered more than 4,000 new homes in sought-after city locations in the UK. The company has £1 billion of property in development, 76 active sites nationwide and a pipeline of projects worth over £2 billion.

Salboy has become one of the most recognisable and prolific developers in Manchester and Salford - 'twin cities' at the heart of the UK's vibrant North West. From branded residences and luxury hotels to commercial sites and affordable housing developments, Salboy is at the forefront of the cities' regeneration, creating homes and workspaces for the people who are choosing Manchester and Salford to study, work and build their lives.

Andrew Cavanagh, Chief Financial Officer at Salboy takes up the story: "The business is growing at a rapid pace. We have recruited staff that have come from major home builder and construction organisations. A number of them are familiar with COINS and the value it can bring to underpin our growth. Salboy were extremely keen to adopt COINS and we made the decision to proceed 3 months ago. However, the challenge for us was timing and balancing business as usual against the need to implement better systems and processes."

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“Fortunately, we were introduced to Gallos Solutions who are an independent business specialising in system implementation in the Home Building and Construction sector. As part of the COINS project, the Gallos Solutions team will be an extension of our team, working internally with our staff to project manage and support the implementation of COINS. The benefit to Salboy is that we can focus on our day jobs and with Gallos Solutions’ support implement COINS in a shorter timeframe. We are already seeing major benefits from this approach. The Gallos Solutions team have a huge amount of industry experience and COINS expertise which is proving invaluable. Having worked on numerous COINS projects with other COINS clients, Gallos Solutions fully understand the best approach to implementing the software and are steering us through this process”.

Carole Asker, Founder & CEO of Gallos Solutions adds: “We are absolutely thrilled to be partnering with Andrew and the Salboy team on their COINS journey and seeing what we can achieve together”.

