



ALECTIA

MAKING INTERNATIONAL GROWTH PLANS A REALITY

QUICK FACTS

Industry

Professional services

Revenue

DKr 494.8 million (€66.34 million)

Employees

745

Headquarters

Virum, Denmark

Web Site

www.alectia.com

SAP® Solutions and Services

SAP for Professional Services solution portfolio, SAP NetWeaver® Portal component

Implementation Partner

Applicon A/S

Key Challenges

- IT systems that did not support business growth
- Lack of access to accurate, consolidated, project-related data and financials for personnel
- Need to integrate and automate business processes

Implementation Best Practices

- Leveraged Applicon's accelerated implementation method
- Committed to adopting best practices supported by SAP® software
- Educated superusers who trained all other users

Financial and Strategic Benefits

- Ability to support growth-by-acquisition strategy and new business model
- Ability to react quickly to market changes
- Increased accuracy and timeliness of project-related financial data
- Greater access to project data
- Headcount reduced by more quickly consolidating information
- Improved travel settlement workflow, saving 6 to 12 months

Why SAP Was Selected

- Built-in, extensive support for best practices
- Support for key processes, including project management and financials
- Web-based access to key information from anywhere, at any time
- Trusted implementation partner supporting streamlined implementation

Low Total Cost of Ownership

- Rapid global deployment within 8 months
- Less need for custom work with expanded functionality

Operational Benefits

- Increased project management efficiency
- Improved ability to measure hours billed per client
- Boosted annual revenue and operating income
- Reduced time to run end-of-month reports
- Decreased time and cost to integrate new companies
- Saved 2 days of work a month by better recording the number of missing hours
- Gained better insight into operations through analytical tools and reports

ALECTIA A/S is one of Denmark's leading consulting companies, offering services in a wide range of fields including pharmaceutical and biotech, breweries, dairy, and water and environment. The company found that its outdated finance system was a barrier to growth. With the SAP for Professional Services solution portfolio, as well as the SAP NetWeaver® Portal component, ALECTIA is able to support a new business model and rapid expansion.

ALECTIA

“SAP software has enabled us to transform our company from one limited by the constraints of our IT systems to one guided by strategic business decisions.”

Ingelise Bogason, CEO, ALECTIA A/S

www.sap.com/contactsap

Seeking to Achieve Global Growth Goals

ALECTIA A/S is one of Denmark's leading consulting companies, offering services in a wide range of fields including pharmaceutical and biotech, breweries, dairy, and occupational health and safety. With plans for rapid international expansion, the company found that its existing IT system was a barrier to growth.

Originally a finance system expanded to support project management, the IT foundation posed many challenges. Inconsistent data structures made it difficult to grasp project values and size. Since so many system changes had been introduced on an ad hoc basis, making adjustments to support new requirements was a cumbersome and inefficient process. Because only one external consultant knew the system, ALECTIA was concerned about potential business interruptions.

“We needed a scalable IT foundation that could support our acquisitions, as well as a new business model comprising independently run business units,” explains Ingelise Bogason, CEO of ALECTIA. The company considered solutions from three major enterprise software vendors, including SAP. It chose the SAP for Professional Services solution portfolio along with the SAP NetWeaver® Portal component.

Leveraging a Best-Practice Implementation

Several factors contributed to a smooth implementation. Working with Applicon A/S, an SAP partner, ALECTIA leveraged a best-practice methodology that streamlined the process. Developed by Applicon specifically to support professional services providers, this methodology enabled ALECTIA to implement key processes by running prototypes and simply choosing the most relevant. Close collaboration between Applicon and ALECTIA's internal team kept the implementation project running smoothly. Applicon also trained ALECTIA's superusers, who in turn trained all users in the company. Within eight months, all ALECTIA employees were using the software.

Running a Professional Operation

By automating, integrating, and improving its business processes, ALECTIA runs its operations and projects much more efficiently. Project managers can update project data, and controllers can make changes to contracts in real time and are guided on entering accurate information, such as for project values. Reliable, up-to-date information means fewer surprises in daily operations. For example, managers can easily see who is assigned to a project for what dates. Web-based access to all project data from any location enables managers to view project data at any time to gain insight into anticipated revenues and potential issues.

Faster transfer of information from acquired companies into the SAP® software typically reduces headcount by one employee per acquisition. The SAP software enables each business unit to operate as a separate entity while the parent company maintains a full view into key information across all operations. For instance, managers and executives can see how much work has been completed and can be booked. Furthermore, the finance group can close the books each month in just one day instead of many. “With a comprehensive view of our project-related financial data, we can make informed investment decisions and respond quickly to changes in the market,” says Bogason.

Expanding into the Future

“Now that we have a comprehensive, scalable IT foundation in place, we can confidently implement our plans for international growth,” says Bogason. Integrating acquired companies into the IT system – previously impossible – will play a large part in accelerating expansion. At the same time, the company can offer its clients the specialized services demanded by their industries while still maintaining centralized operations that ensure control over company-wide strategy.

Implementation Partner

Applicon A/S provides IT consulting services to 40% of the 200 largest companies in Denmark.

Applicon

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