



BAUTZEN IT GROUP GMBH & CO. KG

STREAMLINING SERVICES GROWTH

QUICK FACTS

Company

- Name: Bautzen IT Group GmbH & Co. KG
- Location: Bautzen, Germany
- Industry: Professional services
- Products and services: Customized service and support for SAP® solutions
- Employees: 130
- Web site: www.bautzen-it.de

Challenges and Needs

- Automated and integrated processes to increase efficiency, provide reliable data, reduce costs, and control extremely high levels of growth
- Increased visibility into contribution margin of projects
- Greater insight into consultant-project assignments so more-experienced consultants are assigned to high-profile projects

Why SAP® Business ByDesign™

- Long-term value of SAP solution that gives peace of mind and eliminates purchase (investment) risk
- More disciplined execution for profitable growth
- Greater business data transparency
- Standardized, automated opportunity management, proposal, contract, project execution, and billing processes
- Hosted solution that suits IT needs and enables sharp business focus
- Flexible, integrated solution that facilitates growth, new processes, and diversification of service portfolio

“SAP Business ByDesign provides an integrated, flexible, and adaptable solution with the functionality we need to meet the opportunities and challenges caused by our rapid growth. And we know SAP will be around, giving us peace of mind that our IT investment is a safe one for the long term.”

Harry Schweickert, General Manager, Bautzen IT Group GmbH & Co. KG

The Challenge

Bautzen IT Group GmbH & Co. KG (BIT) provides service and support for implementing enterprise software solutions. The young company has had great success and anticipates continued expansion. However, to ensure that the high growth rate of the last two years continues, BIT needs to focus on a more disciplined approach to doing business – one that is supported by a scalable IT solution. A key challenge for BIT is addressing an important order backlog and eliminating bottlenecks that result from the company's manual procedures. In addition, the firm needs greater transparency into project data to reliably forecast project profitability during the proposal process and actual profitability when the projects are complete. However, the current lack of applications forces the company's talented consultants to waste time doing manual administrative activities like recording hours worked and travel expenses. To help its consultants shift their time from manual tasks to billable projects, BIT needs a complete solution that integrates its business end-to-end, is intuitive and Web-based to support consultants on the go, and is flexible and adaptable to support continued high growth.

The Solution – SAP® Business ByDesign™

BIT selected the SAP® Business ByDesign™ solution to pull together and automate its key business processes to support its young, growing business. With greater visibility into project and resource data due to the solution's integrated architecture, BIT will be able to quickly add new service offerings, make rate changes, and adjust project resources. The company can make these changes with the confidence that its end-to-end processes, from opportunity management to project billing, will be instantly updated and in synchronization across the organization. SAP Business ByDesign will allow managers to make better decisions about project resources and risks based on sound, accurate information – ensuring more predictable profitability and a better utilization of the talented resources. And the on-demand deployment features will support the lean IT infrastructure strategy the firm needs – providing BIT with more time to concentrate on its clients and the development of its expanding service portfolio.



BAUTZEN IT.GROUP
Results in time.

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