



case study

KplusV

### **Time for change and improvement**

KplusV, one of Holland's leading management consulting firms, decided that it was time to act. They started an extensive internal process to find out which solution would be the best fit with their business. KplusV were looking for an integrated system that their staff could also use from home.



“We now have integrated data, and the accessibility of our data has vastly improved”

**Johan Kluin, controller, KplusV**

### **Selecting the right ERP solution**

KplusV's selection process started in the finance department. At a later stage it was extended to include the entire organisation.

After an extensive selection process that included six suppliers, it was narrowed down to two, including Maconomy. However, Maconomy's presentation and KplusV's enthusiasm about the CRM module made the difference for KplusV.

“We selected Maconomy and now around 70 consultants work with the solution,” says Johan Kluin, controller at KplusV.

### **Strengthened internal business processes**

Before Maconomy was implemented, KplusV's consultants submitted their hours on paper. Subsequently the finance department entered the hours into the system.

Now the consultants enter their own hours via the Maconomy web portal. Unlike a few years ago, all projects are now created as soon as they become potential. This has given KplusV a much-needed overview of the status of all active projects and potential projects.

Additionally, more data are entered for each project. The overview is now much more complete than it was before.

### **Good communication eases the transition**

KplusV chose to initiate an extensive internal communications effort around the Maconomy implementation before the “Go Live” date.

Since people are working with actual system information, it is easier to explain how the system works. After the “Go Live” date, user sessions were held for the employees.

During the implementation process, the employees were informed about the progress, planning and customisation of the Maconomy solution.

## **KplusV in brief**

### **Overview**

KplusV is among the leading management consulting firms in Holland. Their objective is to help organisations define and achieve their goals across the entire organisation.

KplusV provides independent organisational, change management and research advice for the public and private sector.

In Public Administration as well as in manufacturing, KplusV is a leading player in business development, new business, innovation & technology, surveillance and safety, waste and cleaning as well as health care and welfare.

### **Website**

[www.kplusv.nl](http://www.kplusv.nl)



### Expectations of Maconomy

"We were very pleased with the implementation of the Maconomy system," says Johan Kluin.

The KplusV project team consisted of finance staff, a number of consultants and a partner. The cooperation with Maconomy ran smoothly.

"We are always informed about new versions and new functionalities. We would still like to hear more feedback on specific client problems," says Johan Kluin.

### Analytix brings benefits

After implementing Maconomy, KplusV decided to upgrade to business reporting beyond the standard reporting offered in Maconomy.

KplusV found the standard reports available in Maconomy inadequate for their reporting needs. During the selection and implementation they were mainly focused on the input itself rather than the output.

The introduction of the business intelligence tool Maconomy Analytix, based on Business Objects expertise, was a great advantage.

Real-time reports can be created using data across the entire organisation. Specific reports can be set up for the management team, but they can also show the performance of consultants in certain markets or employee-specific information such as timetables and HR.

"We are still developing and refining some reports, but the basics are in place now and it's a great tool to work with," says Johan Kluin.

### Less administration time

The data of KplusV is now fully integrated and so is the access to data.

The consultants can enter their time and other essential data directly on the project. This means that project data are now much more reliable.

"It's a matter of advantages and disadvantages. We spend less time on administration in the finance department when our people enter their own hours, but on the other hand we devote more time and effort to business reporting," says Johan Kluin.

## Creating value for KplusV

### Success Criteria

- Gain real-time insight into ongoing projects and the pipeline
- Create specific business reports for all parts of the organisation

### Maconomy Solution

#### *Projects/Finance:*

Maconomy ERP Solution

#### *Business Intelligence:*

Maconomy Analytix

"Analytix, Maconomy's business intelligence tool based on Business Objects expertise, has been a great advantage for us!"

**Johan Kluin, controller, KplusV**

## organic business solutions

Maconomy is a global provider of industry-specific business solutions for Professional Services Organisations. We create a natural relationship between people and processes in professional services organisations and provide the basis for overview, follow-up and decision-making in a way which ensures human as well as financial gain.

Our clients include Semcon, ErgoGroup, Devoteam, Deltares, Millward Brown and agencies within all of the big four global networks Interpublic Group, Omnicom Group, Publicis Groupe and WPP.

Maconomy A/S was founded in 1989 and the corporate headquarters is located in Copenhagen, Denmark. We service and support more than 600 clients in over 50 countries through our offices across Europe and in the U.S., and through an extensive partner network. Today more than 120,000 users worldwide use business solutions from Maconomy.

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