

Customer success story:

Kinetic IT utilises Unit4 Business World to enable major growth cycle

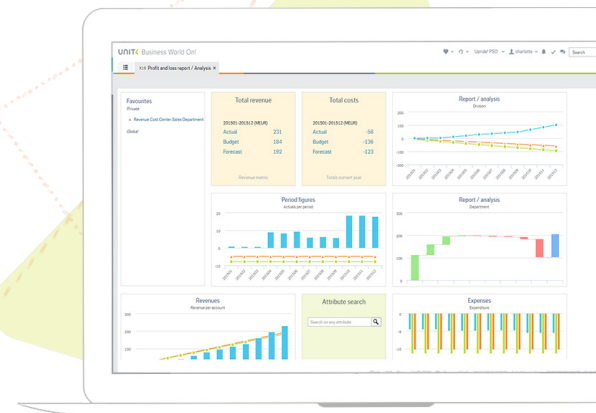
The Challenge

With an impressive 39.9% growth between 2004 & 2009 and exponential progress planned well into the future, Kinetic IT had well outgrown their legacy finance systems.

While casting a necessary eye toward a new ERP system, one was struck by the fact that Kinetic IT's existing legacy systems had a strong focus upon transactional activity, to the neglect of value-add, analytical and risk management activities. This reality had to change if future growth was to continue unabated.

The Solution

The project has fostered superior timeliness and increased the accuracy of work flows and information. With these improvements in place, management is now able to focus intently on real business exceptions as opposed to routine activity. Agilyx has provided a platform that has resulted in greater consistency and predictability in financial performance thus building the board's faith in managerial decision making. This enhanced trust in financial feasibility has in turn allowed the executive team to focus intently on maximising opportunities and continue the growth of the company.



Customer name
Kinetic IT

Industry
Information Technology & Services

Company Size
1,000+

Headquarters
Perth, Western Australia



Finance



Projects



Budgeting



Procurement



HR & Payroll

The Results

"The implementation of Unit4 Business World was essential in providing a sustainable platform to buttress future growth and account for six years of significant expansion. It was the key to improving timely and accurate visibility of business performance."

- Kinetic IT

Key takeaways from the project



Evolution not
revolution



Well suited to agile
and high-growth
organisations

Final Summary

Kinetic IT now wield considerably enhanced foresight when assessing business conditions. With such accurate real-time information and greatly improved forecasting the organisation can now be more proactive when allocating resources and responding to opportunities.

Kinetic IT's time sheet completion rate has jumped from 84% to 97% through the creation of a single online time sheet system complete with absence entry and expense claims, operating with multi-level approvals to hone accuracy. This in turn has led to improved timeliness and precision in billing (i.e. happier customers) with billing times down from fifteen days to eight which adds further improved punctuality when reporting to management and the board.

Despite business growth that has topped 40% since implementing Unit4 Business World, the amount of staff required for transactional duties for finance, payroll and project administration has remained fixed. This is a testament to the system, with the same sized team having been deployed to support 470 staff at project commencement, 600 at Go-Live, and currently sitting at 750+ total employees.

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