

Kinetic IT

30% BUSINESS GROWTH WITH NO INCREASE IN FINANCE, PAYROLL OR PROJECT ADMINISTRATION HEADCOUNT

Since 1995, Kinetic IT has become a leading enterprise solution provider, servicing large and complex environments in sectors including government, corporate, resources and utilities.

UNIT4

PROFESSIONAL SERVICE



Vertical expertise

Unit4 has given thousands of service-oriented firms an overview of finances, people and projects and how they affect performance and results.



VALUE DELIVERED

Timesheet completion jumped **84% to 97%**

Better visibility of pipeline boosted forecasting accuracy by **94%**

Billing times down from **15 days to 8**

“We wanted to automate transactions, provide mechanisms of control and risk management to refocus efforts on supporting decision making. We had grown exponentially and could no longer manage the business on ‘gut feel’ or ‘entrepreneurial spirit’”

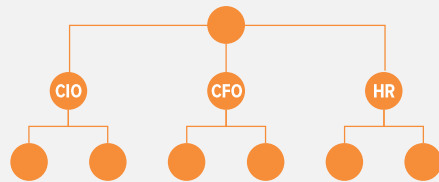
Russell Decent, CFO Kinetic IT



OPERATES IN

Australia

Customer since **2009**



No. of employees **1,200**

Why did they need to change?



CHANGE PRESSURES

Governmental Regulations and Compliance

Expansion

Mergers and Acquisitions

Business Process Change

Financial Management-Driven Change



ROADBLOCKS

System had to be scalable beyond 10,000 staff and run weekly payroll. Manageable workloads had to be maintained by ensuring pipelines are visible so Kinetic has the ability to match resources with demand.



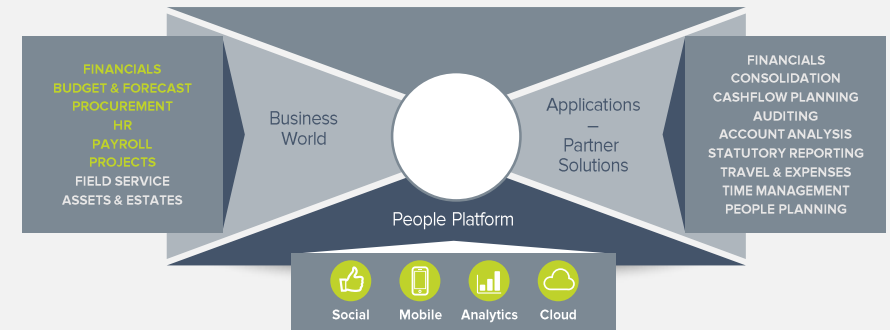
RISKS

Kinetic risks competitiveness with slower processes and inaccurate workflows & data forcing staff to prioritize routine activity over exceptions. Exec team feared errors in financial feasibility forecasts & failure to allocate resources and respond to opportunities.

How did Unit4 help?

Business World replaced Epicor, QuickBooks, Paypac and manual form entry with a single source of truth for HR/payroll data.

Billing cycles fell from 15 to 10 days; business process automation for project initiation and amendments was introduced; staff self-service for online absence, time and expense entry replaced manual timesheets; and 'Excel' accounting replaced with payroll, billing and costing data.



What did we achieve?

Monetary savings

Staff numbers doubled since go live in 2011 but the number of staff needed for transactional finance, payroll and project admin has stayed the same.

Improved operations

Timesheet completion rose 84% to 97% thanks to a single online system with absence entry and expense claims, operating with multi-level approvals to hone accuracy.

Efficiency and governance

Improvements in timesheet accuracy led to improved timeliness and precision with billing times down from 15 days to 8, which improved customer satisfaction and punctuality when reporting to management.

UNIT4