

Achieving First-Class Service Every Time with **SAP® Business ByDesign®**



INSynQ B.V.
Eindhoven, The Netherlands
www.INSynQ.nl

Industry
Professional services

Products and Services
Information technology
services

Employees
35

Revenue
€5.5 million (2016)

SAP® Solutions
SAP® Business ByDesign®
solution

INSynQ is a leading professional services company in the Netherlands, bringing people, business, and SAP software together to help companies advance to the next level. Highly skilled employees, especially in the area of enterprise resource planning (ERP), manage projects in which time, budget, and quality are balanced to deliver the best results for the customer.

Before: Challenges and Opportunities

- Unify a fragmented IT landscape
- Integrate software to book project hours with purchasing processes, for example, to validate supplier invoices
- Introduce support to validate hours more efficiently for both external and intercompany projects
- Prepare for the future by getting ready for continued company growth – planned at 8 people per year

Why SAP

- Fully integrated cloud solution with built-in analytics, management reporting, and key performance indicators
- Fast deployment without surprises
- Use of the same solution in-house that Insynq sells to its customers

After: Value-Driven Results

- End-to-end financial integration – with immediate financial control over projects
- Full visibility of the sales funnel
- Improved control over project cost, resources, and contracts
- Better liquidity
- Availability of vendor self-billing
- Higher automation of intercompany purchasing process

“We practice what we preach. We digitalized our project delivery with SAP Business ByDesign to deliver even better results to our customers.”

Peter Ouendag, Managing Director, INSynQ B.V.

1 week

Required after month-end closing to complete invoicing

2.5 months

Deployment and smooth going-live event

100%

Visibility into project delivery and sales funnel

5–7 days

Trimmed from invoicing process, leading to improved liquidity