

On the advice of KPMG

The fast roll-out time was a key factor for Energyst in Bladel with implementing Exact Synergy. Renting solutions for power generation and temperature control, they find the strength of their company in its capacity to operate on a large scale. Now that their branches can communicate with each other through one seamless system, this is exactly what they are doing.



"We always gave Exact Synergy the highest priority. That pays off now."

Gerard Kessels, IT-manager
Energyst

"As IT-manager of a new company with seventeen offices in seven countries, how do you know which system will provide the best support for your corporate ambitions? Easy: you define some hard criteria, commission KPMG Accountants to study options and go with the system that they point out as the winner." says Gerard Kessels, IT-manager of Energyst in Bladel

"Of course it was not quite that simple, but it is basically what we did. Energyst is a leasing company that emerged from a joint venture between Caterpillar (a supplier of equipment for temperature control and power generation) and her European dealers. For this new organization, we wanted a new administration system – and fast, as the contract of our largest (English) branch would expire in half a year. Apart from lease-functionality and price, this made roll-out time a key factor for us."

"Once the choice for Exact Synergy – on the advice of KPMG – had been made, we had three months to run a pilot project in our Benelux headquarters and to install the system in England. Once that was done – with great thanks to Exact Software, to be honest – we could begin

the implementation of the system in our other branches. This was accomplished towards the end of 2004. It was a very tough time, but it certainly gave good results. The strength of our company is its capacity to operate on a large scale. We have an enormous 'fleet' that can be deployed throughout Europe. The challenge lies in doing this as efficiently as possible. And now that our branches can communicate with each other through one seamless system, this is exactly what we are doing."

"During the implementation phase, the management has very clearly requested total commitment from the employees. Exact Synergy always got first priority. This has resulted in a rapid adoption of the system, and that is certainly paying off now".

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