

Speeding Up with Exact Software

Trusting in Exact solutions, Finplus Renting, specialist in the business of car renting and belonging to the Italian Fiat Group, has seen huge improvement in the quality of its business management processes and of its relations with suppliers and customers. This results in an impressive increase in the company's operative volume and in savings up to 30 percent.



Finplus Renting S.A., headquartered in Madrid, Spain, has specialized in the business of car renting. The company has originally been founded as a joint venture of the Italian Fiat Group which owned 60 percent of the capital, and ABN



Amro with the remaining 40 percent. In 2001, Finplus Renting has been established as a separate company and as branch of the Fiat Group.

www.finplus-renting.com

Initially founded as a joint venture of Fiat Group and ABN Amro, Finplus Renting became a separate company as branch of the Fiat Group in 2001. This new stage in the company history of the car renting specialist presented a particular challenge to the management team: renewing the design of its IT environment from scratch by implementing a solution that could better adapt to their management requirements.

Aiming to overcome errors and deficiencies of the past, two major priorities were crucial in the evaluation process: "The IT solution had to improve our communications network with clients and suppliers and at the same time it had to allow Finplus to increase its overall business scope without a rise in costs or infrastructure", Alvaro Gutiérrez, Director IT and Project Manager at Finplus Renting, explains.

To cover the company's needs related to control and financial management, Finplus Renting decided to implement Exact Globe with the modules finances, cash-flow, HR, accounting and CRM for the sales department. "Exact Globe fulfilled all we had asked for" says Alvaro Gutiérrez. "Its potential for connectivity with all applications, including those of our clients and suppliers, makes it an outstanding solution. Moreover, the migration of data

of Lease Office was easy and straightforward, just as the integration by means of XML".

The implementation of Exact Globe helped Finplus Renting to increase its operative volume without an increase in number of staff or in equipment. In particular, this development was characterized by a growth of the managed fleet of 900 units and the automation of more than 80 percent of the financial transactions.

However, remaining necessities were the improvement of the communication with clients and suppliers, as well as the outsourcing of processes that did not add any value to the business. For this reason, Finplus was looking for a standard solution of easy implementation that did not require major modifications to fully integrate with the tools the company was already working with.

"The integration of customers and suppliers through Exact Synergy led to incredible savings up to 30 percent. Overall, since working with Exact solutions, Finplus could increase its operative volume significantly, without hiring additional staff or using further equipment."

Alvaro Gutiérrez,
Director IT and Project Manager
Finplus Renting S.A.



“After analyzing many options, we showed clear preference for Exact Synergy of Exact Software”, Alvaro Gutiérrez says. “Exact Synergy convinced us because it is a very user-friendly solution, even easy to handle without having received any prior training or special technical knowledge; so simple to handle, but so complex in its functionalities. It allows us to automate all our internal processes and to unify all our documentation in one single database”, he highlights the benefits of their new solution.

Due to this complete integration, new possibilities in customer relationship open up. Using the interface of Exact Synergy and being connected to Finplus’ website by means of a user password and a profile, both clients and suppliers can access the Supplier’s Portal and enter any data that

will allow them to conduct operations like maintenance authorizations, reparation of breakdowns or documentation needed in order to rent a vehicle. All information is received online by Finplus employees who check the validity of data and authorize the respective operations online.

The return on investment Finplus could achieve so far speaks for itself. “This way of working led to an impressive reduction of the workload in the administration department of between 20 and 30 percent. On top of that, we could notice a significant decrease in telephone costs as well as in structural costs. For example, we could increase the capacity of our fleet and operations related to it without the necessity to hire further staff”, Alvaro Gutiérrez summarizes.

FINPLUS INTEGRATION SUMMARY



CHALLENGE

IT solution improving the communications network with clients and suppliers and at the same time allowing Finplus to increase its overall business scope without a rise in costs or infrastructure.

SOLUTION

Exact Globe with the modules finances, cash-flow, HR, accounting and CRM for the sales department and Exact Synergy automating all internal processes and unifying all documentation in one single database.

BENEFITS

Improvement in the quality of business management processes and the relations with suppliers and customers, resulting in an increase of the company’s operative volume and in savings up to 30 percent.

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