

The People Group, Nieuwkuijk, The Netherlands

# Seamless integration of people, project and company in a single powerful SaaS solution

**”** We were looking for a partner who could make processes manageable for our employees as well as someone in possession of the knowledge necessary to set up a future-proof application landscape and with the courage to take the lead. Seven months is all it took to achieve what we wanted.

Bas van Laar, owner of The People Group

## Goals

- An application landscape that matches the growth ambitions of The People Group
- Realising a powerful 100% SaaS solution with a single source of truth
- A future-proof solution by a solid global implementation partner

## Benefits

- Thanks to the implementation of a SaaS solution with standard processes, upscaling is possible at all times. Even when introducing new products or services
- A single integrated and flexible solution, connecting data on human resource deployment, projects and business details in a single source of truth
- A SaaS solution that is available at all times and offers real-time insights
- Fully automated, integrated invoicing several times a month for increased cash flow

## Solutions

- SAP Business ByDesign
- SAP SuccessFactors
- SAP Analytics Cloud

## Why itelligence

- ‘A personal approach by accessible people eager to embark on an adventure together and achieve common goals’
- ‘A partner who keeps you focused and closely monitors the scope – and budget – of the project’
- ‘Sound business knowledge and extensive experience allowed them to skilfully lead us around implementation pitfalls’

7

Invoicing  
accelerated  
by seven days  
(multiple times  
a month)

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7

Implemented in seven months (and back-to-normal)

# A future-proof system that connects each billing item

A single source of truth with crystal clear real-time insights and an improved cash flow position. All this thanks to a single powerful SaaS solution that supports the strategy of The People Group. This fast-growing company from Nieuwkuijk was looking for a solution to smoothen the invoicing process and connect multiple data sources. Itelligence implemented SAP Business ByDesign, SuccessFactors and Analytics. The solution went live after five months. This took The People Group from a situation where hours, activities and other details related to each client and employee were being registered in five different systems to a single source of truth where all information is connected. In fact: invoicing has been accelerated by seven to eight business days. And with 3,000 invoices a month, that is quite the improvement.

"I wanted a system where data on human capital deployment, projects and business details is connected and can be retrieved in real-time," say Bas van Laar, owner of The People Group. In the old situation, drawing up invoices involved a lot of manual activity. They were consulting different systems for hour registration, project registration and countless other internal and external factors related to costs and profit. Van Laar saw room for improvement.

Implementation partner itelligence and the SAP Business ByDesign solution emerged as the most suitable. Not in the least because SAP software is extremely flexible. Van Laar: "As we were building more products and discovering more markets, the need arose for an application landscape that can be scaled in any situation. Because it grows along with the business, this solution allows for truly future-proof operations."

Hour administration, project administration and invoicing are now part of a smooth process. Invoicing is integrated into the intercompany functionality of SAP Business ByDesign, which simplifies the process even further. The benefit? Accelerated invoicing that takes place several times a month. Plus, the functionality ensures first-time-right reports and supplies the

management team with clear insights. In addition, all data is available real-time and accessible through the cloud.

As a finishing touch, itelligence also implemented SAP Analytics Cloud. Van Laar: "This combination of solutions allows me to make smart decisions based on insightful information generated from a gigantic amount of data."

## Quick implementation

The Fit to Standard process was completed in December 2018. As of this moment, The People Group was ready for a digital transformation. The solution went live after five months and after two months our operation was back to normal. Van Laar: "Adjusting to a new system proved quite the challenge. The itelligence consultants were always there for us to transfer their knowledge to our key users and guide us through the process step by step."

Hein Kivits, Wholesale & Professional Services Director at itelligence, recommended that The People Group maintain the standard SAP Business ByDesign scenarios throughout the implementation. Kivits: "In order to complete this project at a shorter lead time and reduced risk, we adopted the standard scenarios as a starting point. This did require a number of changes to the working method of The People Group's employees. We took on this change management process together with the team. In addition, we established and maintained deadlines and a budget. It was a challenge, but after seven months our go-live was successful and The People Group achieved what they wanted."

Van Laar and his colleagues are pleased with the implementation process, but even more so when it comes to the benefits introduced by the integrated SAP solutions. "Invoicing has been accelerated by seven to eight business days as we are no longer wasting time retrieving data from different systems. This proved quite beneficial for our cash flow and needless to say, that makes me very happy," says Van Laar. "This solution is exactly what we were looking for."

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**Company:**  
The People Group

**Headquarters:**  
Nieuwkuijk, The Netherlands

**Products and services:**  
Engineers and software for all technical questions

**Employees:**  
292 (2019)

**Clients:**  
270

**Website:**  
[Thepeoplegroup.nl](http://Thepeoplegroup.nl)



Thanks to Sap Business ByDesign, our business is truly future-proof

Bas van Laar,  
owner of The People Group