

SYSTEMSACCOUNTANTS CASE STUDY

Introduction

SystemsAccountants (SA) is a specialist recruitment business that bridges the talent gap between Finance and Technology. They harness their extensive network to source Financial Systems, ERP, EPM, Analytics, BI, and Change & Finance Transformation specialists, who help companies optimise back-office operations and get the best returns from their technology investments. Their rich 25-year history has seen them grow with offices throughout Europe and North America they are truly a global business with a world-class reputation.

Why SANSA & NetSuite

SystemsAccountants conducted a full tender process considering a range of vendors, including a system built by their CRM provider, however, NetSuite came out on top. The main requirements for the new system were the capability for group consolidations, foreign currency handling, reporting, and overall process improvements. NetSuite's reporting capabilities were far superior to those of its competitors, it offered greater flexibility, system-agnostic integrations and it appeared very intuitive in demonstrations. SA partnered with SANSA to implement NetSuite because of their proven track record within the Recruitment & Staffing sector. SANSA was involved from the start, taking time to understand the challenges and requirements of the system. They had a clear approach and project road map which gave them confidence that SANSA would be the partner they could rely on to deliver the implementation.

The Challenge

SA was operating on Iris Exchequer, but due to international expansion, they'd outgrown the system. They were unable to produce consolidated group reporting or calculate real-time currency conversions which meant the finance team had to pull data from the finance system and run manual consolidations and currency conversions in Excel.

Data was siloed and across disparate systems making reporting performance and running comparisons across business units extremely time-consuming.

The Results

SANSA implemented one global instance of NetSuite, incorporating five business units in 18 weeks resulting in streamlined financial processes, faster invoice processing, and enhanced reporting capabilities. Time sheeting is now incorporated into NetSuite meaning greater control of payments and defined procedures for timesheet cut-offs.

NetSuite now integrates with a third-party system allowing SA to hyper-automate the end-to-end processing of over 200 invoices, saving the finance team two days per month. Foreign currency translations across all business units are seamless and up-to-date at an individual transaction level and for consolidated reporting. Purpose-built reports pulled from a custom employee field allows the senior leadership team to report and budget by head analysing profitability, performance, reward, and recognition helping SA make smarter commercial decisions and forge a culture of growth.

SANSA continues to work with SystemsAccountants for training, system enhancements, and ad hoc support.



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SYSTEMSACCOUNTANTS

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NetSuite has completely transformed our finance team. It's ability to consolidate financials across regions has significantly reduced the manual processing and increased visibility of performance. SANSA's strong project governance and highly skilled teams were instrumental in the success of the project. They worked closely with us from the outset to truly understand our business processes and data structure to create a detailed implementation plan. Thanks to SANSA we are now equipped with a system that can support our ambitious growth plans.”

- Nicola Sutcliffe, Group CFO



SANSA