



## Job Costing for SAP Business One has set us free to grow.

You are only as strong as your weakest link. If that weak link is a business software solution that's not keeping pace with your business' requirements, it is simply holding your business back from realising its true profit potential.

Expert Solution Providers (ESP), a New Zealand company offering comprehensive IT security systems and support nationwide, was a successful company and onto a winning formula – and the business was growing very rapidly. However, as it changed from being mainly a dispatch company to offering many different types of services such as contractors, design engineering, projects and warranty jobs, it realised it was shackled by a job tracking system that simply couldn't keep up with its diversifying demands.



### A complete solution for complex requirements

The Job Costing solution has excellent vertical fit for companies like ESP that provide professional services and equipment services and have complex project costing and billing requirements.

"We had made a business decision to implement SAP Business One, however we also needed a sophisticated job costing system. After looking around, the Job Costing for SAP Business One solution was by far and away the best of the lot. It's very well integrated and can handle all the different work types that we have," says managing director John King.

"Multiple invoices per job is a great function – it's great to be able to invoice just selected lines for an ongoing project. Job

Costing interacts really well with the SAP cost centres, which is very handy from a management point of view. And other features, such as being able to pull down a quoted job, are saving us unbelievable amounts of time. Overall, Job Costing for Business One has done exactly what we were told it would do – and more," says Mr King.

**"We won't be replacing this system for a very, very long time. Even if we grow to five times our present size, we know it will be able to meet all our needs and continue to provide ongoing savings."**

John King – ESP Ltd Managing Director

### Intuitive system makes life easy

"We were up and running in no time at all," says Mr King of the training and learning time involved for his staff. When asked about the quality of the supporting documentation, he says the staff "haven't even had to fall back to it" as the system is so intuitive and easy to learn.

**"Record month, normally would have 20% billed within the first day, the rest within 10 days. 1st month on Job Costing 80% done 1st day, balance wasn't billed as I had to go away otherwise would have had 90% done!"**

John King – ESP Ltd Managing Director

### Impressive savings straight away

ESP's investment in Job Costing for Business One was soon more than justified, as the company realised the level of efficiencies the new system brought to its operations. "When you look at the cost of an employee next to the cost of this system, the decision is obvious," says Mr King.



"As our turnover went up and up we needed a system that could keep up with us in the future. We know we have that now, and as we've learned more about the Job Costing for Business One solution, we've realised that it is going to deliver even greater efficiencies in the future."

John King – ESP Ltd Managing Director

"Almost instantly it has saved us 90% of one employee's time, and she is now freed up to do much higher value work. And that's just the beginning. We know there is huge potential for much greater savings on an ongoing basis."

"Job Costing for SAP Business One has removed a major barrier to growth for my company."

John King – ESP Ltd Managing Director

### Future-proof scalability

ESP has doubled in size in the past three years, and Mr King expects business and turnover to double again in the next three years. His experience with Job Costing for SAP Business One gives him every confidence that the system will be able to easily accommodate growth in the long term.

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## Highlights

### Summary

Expert Solution Providers is a successful, fast-growing company that found itself constrained by a job tracking system that simply could not keep pace with the company's growing job costing requirements. Job Costing for SAP Business One was the tool it needed to break down a major barrier to growth.

### Business profile

Expert Solution Providers is an IT security company offering a diverse range of products and services, including consulting and policy work, large security systems for client companies, equipment servicing and warranty, engineering design and more. It has complex project costing and billing requirements.

### Key business challenges

- Previous system was inflexible and unable to meet growing business demands
- Time consuming processes hampered business efficiency

### Key Job Costing for SAP Business One features used:

- Job management
- Estimating
- Timesheeting
- Inventory
- Service
- Contracts
- Invoicing

### Key business benefits

- Technology to enable business growth by meeting complex job costing and tracking requirements
- Realised very significant time savings, freeing employee resources for higher value tasks
- Value for money reduces costs and improves the company's bottom line
- Functionality and capacity to support future expansion