



CASE STUDY

# Willemen Groep gains business insights in real time, instead of weeks

Avanade enhances operations and financial reporting with Microsoft Dynamics 365

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### Situation

After years of steadily acquiring new companies, Willemen Groep set off on a strategic initiative to unify its core financial processes onto the Microsoft Dynamics Finance and Operations enterprise resource planning (ERP) platform.

The group comprises several construction companies, most of which are acquisitions and running on pre-existing financial systems, explained Bart Janssens, director of business transformation at Willemen Groep.

A fragmented and aging ERP landscape was impacting operational performance, making it difficult to get a real-time, up-to-date picture of the group's financials. Janssens explains that putting together biannual financial reports would take months, for example, preventing the ability to make timely strategic decisions.

"We wanted to get a grip on the financial status of all our companies, to easily put them together to get a global overview and see where we are heading, financially," said Janssens.

On top of business process complexity, straddling numerous systems also caused increased maintenance costs, suboptimal employee engagement and a strain on IT resources — all key drivers behind the decision to modernize onto a single, cloud-hosted ERP platform.

### Solution

Willemen Groep set out to find a trusted adviser to secure its transition to the Dynamics 365 solution. It needed a partner with expertise in both the construction industry and Microsoft technology — as well as an aptitude to deliver innovation. As a result, it selected Avanade to lead this initiative.

"Avanade had two main differentiators for us," said Janssens. "You have an industry best-practices model, and inside knowledge about the processes and solutions in Dynamics 365. We also appreciated the innovative spirit at Avanade."

The first phase of the solution included one-third of the total companies to eventually be migrated.

To deliver it, Avanade developed an industry-specific solution on Dynamics 365 with our Avanade Intelligent Enterprise Solutions (AIES). The AIES program is a global Avanade team and investment strategy that fuses the products, assets and knowledge of Accenture, Avanade and the Microsoft ecosystem to support business process transformation. AIES solutions are designed to help clients rapidly deploy leading business practices enabled by innovative technologies.

We also used agile methods to speed time to market of the new solution, and shorten feedback cycles, bringing velocity and quality to the delivery cycle.

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## Results

While delivery is still ongoing, there is no doubt that Willemen Groep is already seeing the benefits of consolidating its ERP systems onto Dynamics 365, including:

- **Business process innovation:** Willemen Groep's financial processes are being consolidated and modernized in the cloud. Instead of weeks, decision makers can access financial insights in real time. Financial users across various regions are working from the same financial backbone and are able to get reports with a few clicks. This business process innovation has resulted in agility, simplification and increased productivity.
- **Business insights to predict and lead:** Digital transformation and enabling an intelligent enterprise are key focus areas for Willemen Groep. And the Dynamics 365 implementation is part of a larger strategy, including migration to a more digitally dynamic workforce. The company is using a host of other Microsoft technologies and solutions in the Microsoft 365 suite, including intelligence-based tools such as Power BI to generate personalized reports and uncover business insight from strategic data. The new ERP solution is also making new mergers and acquisitions more seamless, giving end-users an engaging, modern platform on which to work.

- **De-risking transformation:** Willemen Groep came to Avanade because it needed a partner to de-risk the implementation of a new ERP solution. Avanade delivered, with our industry-specific methods, expertise and Microsoft knowledge. As Willemen Groep continues its path to digital transformation, reimagining everything from the construction site to back-office operations, Avanade is excited about exploring new innovative solutions for Willemen Groep to expedite transformation and maintain its position as a market leader.

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With one-third already unified onto the new Dynamics 365 platform, the remaining companies are scheduled to be migrated using the same templates and successful approach by early 2019. Janssens also expects IT maintenance costs to be reduced significantly once launch is complete and disparate ERP systems are turned offline, as new companies are onboarded with less effort.



### About Avanade

Avanade is the leading provider of innovative digital and cloud-enabling services, business solutions and design-led experiences, delivered through the power of people and the Microsoft ecosystem. Majority owned by Accenture, Avanade was founded in 2000 by Accenture LLP and Microsoft Corporation and has 30,000 professionals in 24 countries. Visit us at [www.avanade.com](http://www.avanade.com)

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