

Workrate, Amsterdam, Netherlands

# Securing Growth across Europe with SAP® Business ByDesign®



As an experienced SAP partner, itelligence has given us excellent advice in getting the most out of SAP® Business ByDesign®.

Stephan Rommelse, CFO, Workrate

## Challenges

- Support European growth
- Future-proof the organization and its systems
- Gain greater control over work processes

## Benefits

- Third-party compatibility has ensured existing software is not wasted
- Mobile compatibility has eliminated need for additional hardware and administrators
- Streamlined invoice creation based on proprietary time registration system
- Improved scalability and flexibility

## Solution

- SAP Business ByDesign

## Why itelligence?

- Extensive experience with SAP solutions
- Helpful, hands-on approach to implementation
- Clear and transparent pricing structure

**40%**  
reduction in TCO



### **Ambition on a Continental Scale**

Workrate provides state-of-the-art security solutions to data centers. Although the organization already leads the Dutch market, it has greater ambitions: to expand across Europe, supporting data centers in Germany, England, Ireland, and Switzerland.

To quickly establish itself abroad, Workrate was seeking a flexible invoicing and administration solution that could easily connect to its proprietary time registration system. "We wanted to support our rapid growth in Europe and integrate new offices into the central administration system in Amsterdam," explains Workrate CFO Stephan Rommelse.

However, according to Rommelse, the organization's existing solution was not able to support this growth. So he and Workrate turned their attention to SAP Business ByDesign, which offers the flexibility and scalability they needed. Workrate then opted to bring itelligence on board as implementation partners.

### **Instant Rapport. Quick Implementation.**

Workrate formed an instant bond with itelligence, with Rommelse claiming: "We immediately clicked with them. They explained clearly how we could use SAP Business ByDesign to lead our growth ambitions in the right direction." Moreover, thanks to pre-defined settings and SAP's international support, the project was carried out quickly and within budget.

### **A Secure Investment**

The collaboration between the two parties has yielded numerous benefits. For example, thanks to

SAP ByDesign's compatibility with third-party systems, Workrate's existing investments are not wasted. The solution's mobile functionality means Workrate's employees can perform tasks on their own devices, eliminating the need for additional hardware or system administrators.

Furthermore, Workrate can now easily create invoices based on its own time registration system. Plus, whenever regulations change, the company receives quick upgrades via SAP, meaning it is always compliant. Workrate's new system also affords it the flexibility and scalability it desired. "SAP Business ByDesign and itelligence have developed an ERP system that corresponds perfectly with the needs of our organization," enthuses Rommelse.

Looking ahead, the Workrate CFO sees a bright future with SAP and itelligence: "We expect considerable growth in countries with large data centers. SAP gives us control over work processes. We know exactly which employees are allowed into which data centers, which safety incidents have occurred, and who was working when they did."

 To support our rapid growth in Europe and integrate new offices abroad into the central administration system in Amsterdam, SAP Business ByDesign is the ideal solution.

Stephan Rommelse, CFO, Workrate



**Company:**  
Workrate

**Industry:**  
Defense and security

**Products:**  
Security solutions for data centers, ports, and logistics

**Number of employees:**  
600 (2016)

**Turnover:**  
€10m (2016)

**Headquarters:**  
Amsterdam, Netherlands

**Website:**  
[www.workrate.nl](http://www.workrate.nl)