

## CASE STUDY

### *European Leasing Solution*

European Leasing Division of a  
US conglomerate

## The Situation

The European Leasing Division of the Company was on a burning platform and wanted to standardise their business process. The company selected a solution that meet this requirement with the aim of keeping the solution as vanilla as possible.

## The Solution

VIP Consultant project management team, led via a strategic partnership with an offshore company, provided the full set of delivery roles required. This team supported the client's internal IT team and worked with the Business throughout the whole life cycle of the project for the initial roll-out to the Benelux region.

We worked in key roles on the project and provided expertise in the following areas:

- |                   |                           |                       |
|-------------------|---------------------------|-----------------------|
| ◆ Operations      | ◆ Asset Management        | ◆ Accounting          |
| ◆ Financial Setup | ◆ Conversion              | ◆ Approval Processing |
| ◆ eBusiness Tax   | ◆ Reporting               | ◆ Interface Design    |
| ◆ BI Publisher    | ◆ Functional Architecture | ◆ Project Management  |

We led the **delivery** of the Conference Room Pilots (CRPs) and gathered the requirements, allowing us to work with the business to **standardise business processes** for Europe with the remit of keeping the processes vanilla. Following this we providing the subsequent **Gap Analysis**.

## Objectives

- New system implementation
- Standardise business process

## Solution

- Managed the whole project life cycle
- Supported key role areas
- Standardisation of business process for the European division
- Gap Analysis
- Produced multiple strategy documents
- Led functional areas
- Implemented the use of standard functionality to provide scalable solutions
- Functional setup
- Technical support

Our Consultants wrote multiple strategy documents for implementation covering Conversion, Reporting, Interfaces and Development.

Following the Gap Analysis and the sign off on the requirements we worked with the business on the **design** documents, and led functional areas, including Finance and Asset Management.

During the **implementation** we were responsible for functional setup and working with the off shore team to support the build. We were the main interface between the business and development teams.

Our Consultants were responsible for Link **testing** the solutions prior to moving to User Acceptance Testing (UAT). We ran **training** courses for the business users, covering the design, agreed business processes and system functionality.

During the UAT, we provided defect support and resolution.

## Benefit to the Client

The project successfully went live in February 2012. VIP remained engaged on site providing Early Life Support for the first month of Go Live.

We provided a holistic analysis of the available tools and applications reviewing each one's capabilities versus short and long term requirements, producing the documents that fed into the project planning and scoped the project. Our Leasing and proficiency with the solution being implemented was instrumental in building a strong relationship with the business team, allowing our consultants to challenge the business to use standard functionality and provide scalable, non-intrusive solutions when needed and support the technical team and translate technical issues into the business.

Our consultants worked closely with the business, preventing scope creep, supporting the change management process in liaison with the off shore development team to resolve any issues.

- Main interface between business and development teams
- User Acceptance Testing
- Run training courses for the business users

## Results

- Successful project implementation in Feb 2012
- Provided Early Life Support for the first month of Go live stage

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