



Case Study

Signicat

Microsoft Dynamics 365 Finance

About Signicat

Signicat is one of the leading providers of digital identity solutions in Europe. The company is spread over 10 countries, where they handle identity verification, authentication, and electronic signatures for banks, financial institutions, the public sector, and larger companies.

The company has ambitious plans to increase their global presence. Therefore, they had an urgent need to get away from their existing financial system, which could neither functionally nor strategically lift their ambitions.

The project

Microsoft Dynamics 365 Finance had already been chosen when Signicat shortlisted four potential suppliers of the new ERP system. It was important that the project got started quickly, therefore the choice fell on AlfaPeople and their Minimum Viable Product (MVP) method which could roll out the basic version of Microsoft Dynamics 365 Finance quickly within the 10 countries.

Benefits

Microsoft Dynamics 365 Finance has, in a short time, become a crucial part of Signicat's ambition to have a scalable solution that is geared for growth in new markets:

- An MVP project approach that ensured a secure and rapid implementation of the new ERP system.
- Flexibility to scale and develop the ERP solution in line with Signicat's functional and strategic needs.
- The opportunity to get newly acquired companies faster on the ERP solution.



Signicat Implements Dynamics 365 Finance in 10 Countries with Lightning Speed

Instead of a year-long, resource-heavy implementation of Microsoft Dynamics 365 Finance, Signicat has chosen to implement a basic version of the financial system so that they can get the core business quickly up and running in 10 countries. AlfaPeople oversees the project as an advisory and executive consulting house, with the responsibility for realizing the expected business gains at a quick pace.

On Lars Valentin Hansen's first working day at Signicat he was told that he would be at the forefront of a major ERP implementation across the company's 10 country offices. They had a great desire to leave their existing financial system, which neither functionally nor strategically fit into Signicat's ambitious plans to increase its global presence.

AlfaPeople Understood the Business Needs

As project manager, Lars Valentin Hansen shortlisted four potential suppliers of the new ERP system. At that time, Signicat had already decided on Microsoft Dynamics 365 Finance, because the product was very widely distributed, it was easy to get consultants for the platform, and because it is a solution that scales well.

“When we had to choose a partner, among other things, we looked at the size of the suppliers and how our project would fit into their business. We wanted a collaboration where we did not end up being given a low priority. In addition, it was important how good the suppliers were at listening to our needs. We made it very clear that we wanted to get started quickly. Nevertheless, some of the other consulting houses rolled out the very large project plans with long delivery times,” he says.

“I remember that AlfaPeople was not one of the frontrunners early in the process. But during one meeting where the consultant demonstrated that he really understood us and convinced us that they could deliver on time and to a sensible cost, they turned it around and won the task.”

MVP Approach Has Been the Way Forward

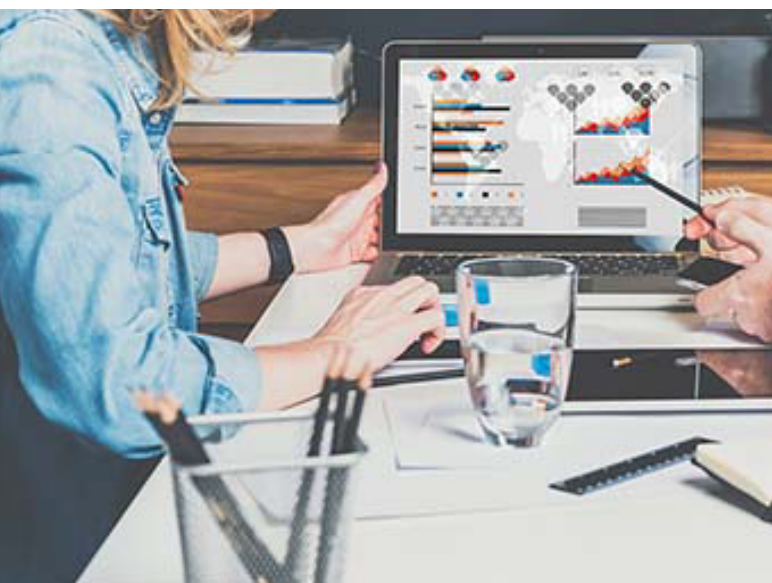
Signicat had originally decided to start with a basic rollout of Microsoft Dynamics 365 Finance in the Netherlands and then implement the other countries one by one. However, after discussions with AlfaPeople, the parties agreed to roll out the basic version in all countries at once, so that Signicat could migrate away from the old system as soon as possible and let the new ERP-system fall into place across the business.

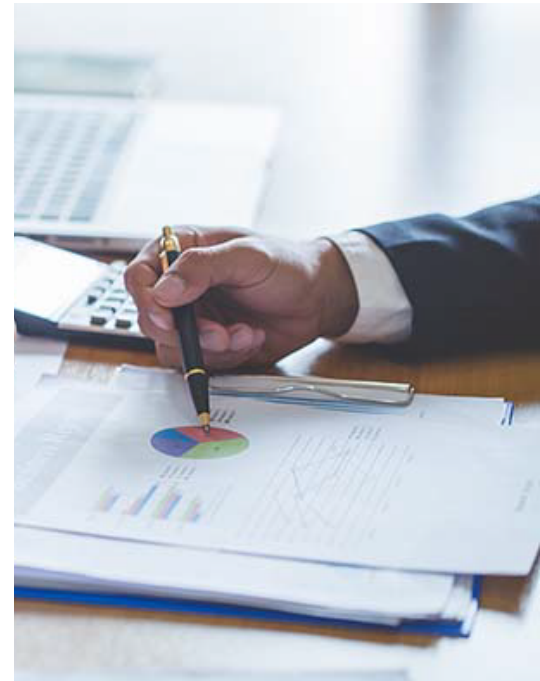
The discussions were based on a Minimum Viable Product (MVP) where, instead of building large, expensive, and slow, the company could concentrate on getting the basic functionality in place and add complexity along the way. In just over three months AlfaPeople was to have the basic version of Microsoft Dynamics 365 Finance put into production in the 10 countries- an ambitious plan, but it succeeded.

“There are a lot of basic settings in the solution - such as chart of accounts - which are the same across all countries. We prioritized getting them in place as soon as possible. From there, we will continuously add country-specific functionality,” says Lars Valentin Hansen.

“The basic version was good to get started with, because it allowed us to quickly get our new acquisitions on a relatively simple ERP solution. We also collaborate with external parties, which we would like to phase out with the system. That process helped us speed up the implementation, so we were more in control of our records in all devices.”

Signicat expects the full solution of Microsoft Dynamics 365 Finance to be fully implemented in all countries by 2022.





Ready for Sale

One of the great benefits of choosing a Microsoft-based platform is that the potential for building on the core system is huge- in the form of Microsoft's own modules, modules from third-party suppliers and integrations with other systems.

Signicat has, among other things, planned to implement an expense management system that can streamline the handling of employees' expenses, and an invoice system that can automatically post incoming invoices. In addition, integrations must be built for the HR system, sales systems, production systems, and project and time registration systems. Getting a scalable solution geared for growth is not just nice-to-have for Signicat.

Lars Valentin Hansen

One of the leading providers of digital identity solutions in Europe

"We are owned by a private equity fund. Therefore, it is no secret that the company focuses on appearing attractive in the market. The fact that we now have an ERP solution that makes it easy to absorb new companies and quickly get them up and running so that we can scale the business and open up in new markets is of great importance to us,"

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