

“FinancialForce Accounting has enabled us to look at the business financially in the same way we look at it operationally”

Michael Bishop, Operations Manager, powerPerfector

Success Story

Established in 2004 with customers including Tesco, Defra and the NHS, powerPerfector is the world's only Voltage Power Optimizer, giving energy, cost and carbon savings by efficiently optimizing a site's supply voltage. By optimizing the voltage, electrical equipment runs more efficiently and consumes less energy. powerPerfector chose to replace its previous finance system with FinancialForce Accounting because of the benefits it felt a single cloud platform strategy would bring and to keep up with the company's explosive growth of 50 to 100 people in just 18 months. The company was already using Salesforce CRM, and required better forecasting and reporting capabilities, as well as an application that would integrate seamlessly with all of the business' applications.

“Salesforce CRM is used to manage the process from first point of contact with the customer, organizing site surveys, voltage logging, managing installation of units, allocation of stock and delivery logistics, post install savings analysis – all with no bespoke code - pretty impressive for a sales system,” says Michael Bishop, Operations Manager, powerPerfector. “Before FinancialForce Accounting was introduced, our finance process was on a separate system making it very ad hoc.”

“I love the fact that Salesforce CRM is cloud based and easily configurable so choosing to work with FinancialForce.com was easy,” adds Michael.

Due to the complex nature of powerPerfector's business, they were able to personalize the FinancialForce Accounting software to meet their needs. “Our business involves importing energy saving units, managing the logistics of this through to sales and installation and finally analyzing energy savings. This means that we cannot always invoice all services on one invoice which creates complexities. With FinancialForce Accounting we were able to create a dimension 2 for each opportunity. Sales and direct costs can now be analyzed by d2 or any other element in that account.”

Although it is still early days, powerPerfector is already seeing huge benefits. They can now provide weekly updates on financials which wasn't possible before, they have instant visibility of stock records and balance sheets supported by the stock report in Salesforce CRM and the month end process has been reduced and now comfortably meets its fifteen day target. The company produce accrued and deferred

Customer Profile

Company:

powerPerfector

URL:

www.powerperfector.com

Company Size:

Medium

Industry:

Utilities

- Integration of systems allows much easier production of reports
- Big reduction in the use of spreadsheets compared to previous system
- Better management of sales opportunities across the business
- Real time visibility of stock records and balance sheets

“After 6 months evaluating the functionality and compatibility of FinancialForce.com with our complex requirements, it was an easy choice. Our finance system is now integrated with our 'everything else' system.”

Success Story

income and costs directly from information in salesforce.com and post these journals with links to the relevant sales. This makes it easier to keep on top of complex revenue and cost accounting policies and be confident in the numbers. In conclusion, Michael says: 'FinancialForce Accounting has lived up to all our expectations. It has coped well with the complexities of our business and we have been able to adapt the software to meet our needs. We can now automate the sales and finance process as much or as little as we like. I am confident that as we continue to work with FinancialForce.com we will see even more benefits and cost savings in the business.'

“We can now comfortably produce month end within our timescales.”

“FinancialForce Accounting lets us automate the leads-to-invoice cycle as much as we like and has closed the loop on pipeline forecasts.”

“Now that we have fully implemented FinancialForce Accounting, it reinforces the importance of our data quality. If everything is right the process just flows.”