



An international consulting start-up optimizes its project management and offers its clients maximum transparency in customer projects.



A consistent and clear visualization of project tasks enables **optimal collaboration** between customer and consultant



The new transparency facilitates communication with stakeholders and enables **project completion on time**



Detailed project data visualization **minimizes plan deviations** and **work overloads**



Additional costs are **easily identified** and **minimized** through regular controlling with standardized reports



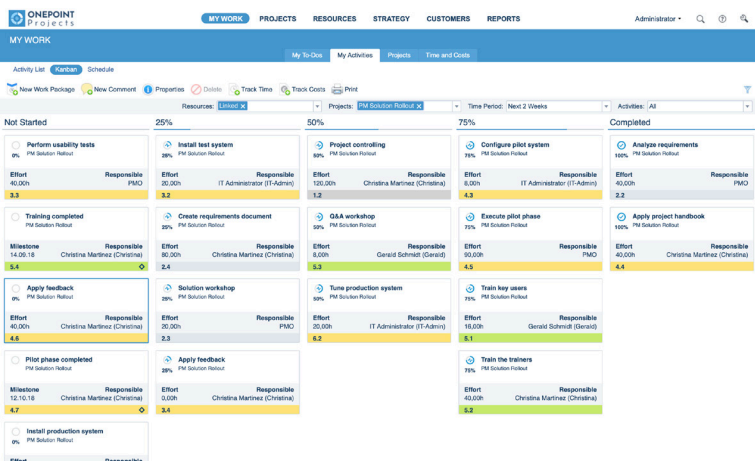
THE CHALLENGE

The consulting company increase advisory, solutions & implementation AG was founded in 2015 as a stock company. increase AG's four main business areas are Financial Advisory, Merger and Acquisition, IT and SAP Consulting. In addition to three subsidiaries in Vienna, Linz and Innsbruck, the company has more than 200 partners in Germany, Romania, Switzerland, the Czech Republic, Russia, USA, Mexico, and Dubai which present themselves under the brand name "increase".

In the segments of Merger and Acquisition and Financial Advisory increase AG advises companies from all

industries. In the field of SAP consulting, services are provided to customers mainly from plant and mechanical engineering, as well as from food and pharmaceutical industries. Larger and smaller customer projects, as well as large offers which are offered by several partners, are handled by increase AG.

The main challenge regarding large customer projects is that project contributors are often based on different continents. It is not uncommon that a project like an SAP launch is planned and controlled in Austria, but executed by Mexicans in Colombia and Venezuela.



THE SOLUTION

Following a recommendation from a former business partner, Hans König, co-founder and one of the two CEOs of the increase AG, became aware of ONEPOINT Projects.

Since customers and external project contributors were also intended to work with ONEPOINT Projects during the project, easy learning and intuitive handling of the project management tool was particularly important. Furthermore, another important point was the guarantee of a consistent documentation standard, especially because different document layouts are often difficult to compare.

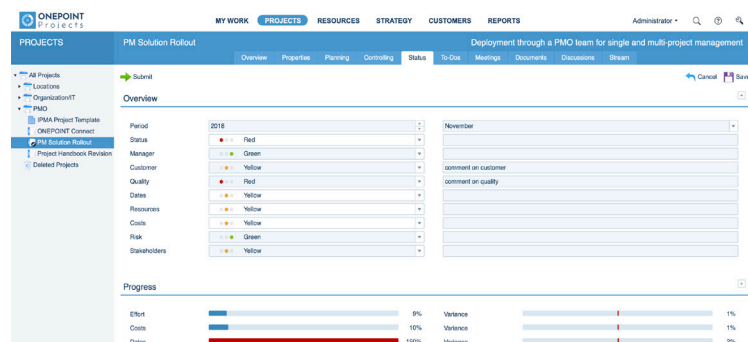
A two-day test phase followed where Hans König independently worked with ONEPOINT Projects. From the beginning Mr. König was convinced of ONEPOINT's intuitive usability. In addition, Mr. König appreciated the consistent report design which made data comparison possible without great effort. After clarifying remaining questions about some ONEPOINT Project features via phone, the cloud version of ONEPOINT Projects was

Due to the time difference, cultural characteristics and the enormous geographic distance, it is difficult to track which project tasks Mexican project contributors have already started and completed in Venezuela or Colombia and to what extent the project has really proceeded. increase AG had been aware of this problem already since the founding phase, but an appropriate solution could not be found at that time.

First, a ticketing system and Excel sheets were used to handle such major projects. But Excel documents were sent back and forth by email, which immediately resulted in duplicated data and the discussion of incorrect versions. Therefore, this solution was not suitable for permanent use.

licensed. An introductory workshop was no longer necessary, and the entire rollout went smoothly and unusually fast.

The increase AG has licensed a certain number of users that is used by the project employees and partners of increase AG, the customer and the project team of the customer. Once the project has been completed, these users will be used for the next project and assigned to the respective project participants.



THE BENEFIT

A simple, but very popular feature of ONEPOINT is the to-do list including the possibility to attach documents. The to-do list is even defined and reviewed with the contractor before the project is started. This has the advantage that all tasks are defined before the official project start, which then can be processed in a more structured way. As a result, there are less misunderstandings and projects can be completed on time. Furthermore, ONEPOINT's reporting feature makes project communication easier, because all information is presented in a predefined and unified format.

The most important benefit for increase AG is that everyone involved in the project has access to the same information and can update their scope of information at anytime and anywhere. So ONEPOINT Projects is now being sold as a quality standard in major customer projects because the contracting company can check the progress of its project with ONEPOINT anytime and anywhere.

“ Projects often get out of hand, as clients later frequently demand things that were originally not included in the requirements according to the contractor. With ONEPOINT, we have the project and all its tasks in sight right from the start and both sides can check at any time what needs to be done or has already been done.

Hans König, CEO
increase AG

An expansion of ONEPOINT users is already planned. For one thing, increase AG wants to handle all big project offers with ONEPOINT Projects in the future. In this way, such projects are also more transparent for the partners with regard to who contributes how much work or person hours. Furthermore, an enormous need for advice in the field of SAP consulting is assumed, because all companies have to switch from an older SAP system to the new SAP HANA in the next few years.

CONTACT US TODAY:

ONEPOINT USA

325 W. Washington St. #2225,
San Diego, CA 92103 USA
+1 (619) 985 0673

ONEPOINT Germany

Mühlenstrasse 13
85778 Haimhausen | Munich, Germany
+49 81 33 444 777

ONEPOINT Projects GmbH

Dietrich-Keller-Strasse 24/6,
8074 Raaba-Grambach | Graz, Austria
+43 316 267 267 0

info@onepoint-projects.com
www.onepoint-projects.com



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