

## Case Study: Online Business Systems

"Replicon's Web TimeSheet is easy to use and has increased employee productivity and reduced administrative time while significantly improving our billing cycle. Streamlining business processes has assisted us in our strategic planning and decision-making."

- Simon Clayton, Project Manager,  
Online Business Systems



**Type of Business:** IT Consulting

**Uses Web TimeSheet for:** Tracking project time and billing

**Corporate Headquarters:** Calgary, Alberta

### Company Profile

Online Business Systems (OBS), is a professional consulting firm with 7 offices throughout North America. Recognized by the Financial Post and Arthur Andersen as one of Canada's 50 Best Managed Private Companies for six consecutive years, OBS combines business knowledge with e-business technology to build solutions that deliver competitive results for clients such as Willamette Industries, Enmax, JP Morgan, ADP, Koch and Ludlow, to name just a few.

### The Challenge

For OBS, success is in delivering on-time, on-budget results-oriented solutions that provide competitive results for their clients. Delivering projects on time and on budget is challenging in any environment and even more so without the right management tools in place.

Prior to Web TimeSheet, OBS used a combination of Excel spreadsheets and a SQL Server Database Application for project management and client billing. OBS found that tracking time and billing information was paper intensive and time consuming. Employees were unable to efficiently track time and expenses to

### RESULTS SUMMARY

#### Company

Online Business Systems

#### Vertical Industries

Professional Services, Consulting

#### Proven ROI

Since implementing Replicon's Web TimeSheet, Online Business Systems has:

- Reduced billing time 50% to 70%.
- Had a smooth transition from their old time tracking system to Web TimeSheet for employees and customers thanks to rapid implementation.
- Increased their cash flow and ROI
- Their managers able to review project information at the touch of a button.
- Simplified business processes enabling OBS to enhance their already outstanding customer service.

projects while managers were not effectively able to use project information. The process was both time consuming and frustrating, resulting in a missed opportunity to enhance their cash flow position. With a growing demand for customer driven e-business solutions, OBS began to look for a way to simplify their internal business processes while improving productivity and enhancing customer relations.

## The Solution

After reviewing several software applications in the market, OBS selected Replicon's Web TimeSheet as the most effective solutions to meet their needs. Web TimeSheet was cost-effective, provided more functionality than competing products and offered a fast implementation time. By automating project tracking, Web TimeSheet delivered a noticeable improvement in productivity and reduced the billing cycle 50% to 70%. Project time and expenses were now being processed more efficiently and with better accuracy.

## The Results

- Reduced billing time 50% to 70%
- Rapid implementation enabled smooth transition for employees and customers
- Increased cash flow and ROI
- Managers can review project information at the touch of a button
- Simplified business processes enabled OBS to enhance their already outstanding customer service

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## Want to try it for your business?

Sign up for a free trial at [www.replicon.com/freetrial](http://www.replicon.com/freetrial) or contact us:

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