

# Well Oiled Integration for Whessoe with Infor FMS SunSystems and time@work

*Touchstone Group improves quality, productivity and efficiency for Whessoe Oil & Gas*

## Business Profile



### Whessoe Oil & Gas Ltd

Whessoe Oil & Gas is a market leader in the Liquefied Natural Gas (LNG) field. Client focused it is committed to fulfilling specific and often demanding needs using specialised engineering expertise, calling on over 40 years continuous experience in the LNG sector.

UK based Whessoe Oil & Gas combines contracting and risk management with engineering and design skills to offer its clients a complete design and construction package.

[www.whessoe.co.uk](http://www.whessoe.co.uk)

### Industry

Oil & Gas

### Challenge

Rapid international expansion had put a strain on Whessoe's IT systems. To keep up with business demands, Whessoe needed an IT overhaul including an efficient finance system that could cope with its analytics and reporting needs and integrate with an automated timesheet solution.

### Solution Summary

- Deployment of Infor FMS SunSystems and time@work
- Automated timesheet processes and integrated them within the new accounts package
- Automatically meets language, currency and statutory reporting needs

### Benefits

- Improved productivity, accuracy and speed of invoice processing
- Historical data, which had to be manually requested and compiled, is now available at the click of a button
- Interfaces with Whessoe's Materials System to avoid duplication of entries, validation of invoices and ensure better customer service
- Detailed reports created quickly and easily, essential for costing new proposals



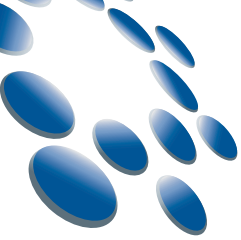
Founded in 1790, Whessoe Oil & Gas now specialises in the storage and handling of liquid gases in both refrigerated and pressurised form. With installations ranging from Milford Haven to India, Whessoe has earned an international reputation for its ability to offer a total service capability to the Oil & Gas industry. Turnover has more than doubled in the last three years and a significant percentage of the company's team are based abroad or away from the company's Darlington head office.

The rapid expansion of the company over the last two years had put a strain on the internal IT systems, especially the accounting application, which was failing to meet the growing needs of the business. Wilf McNaughton, Business Systems Manager, admits that the system was cumbersome to use, explaining *"It no longer fitted with the way we do business – there was a lot of duplicated input and it sat in isolation from our other applications."*

Reporting was also problematic and analytics were non-existent. Much of the work undertaken by Whessoe is

project based – building terminals and storage systems, decommissioning or modifying existing facilities or completing feasibility and scoping studies for new gas and oil storage installations – and dependant on the use and accuracy of timesheets. The timesheet system was a manual one that relied on accurate and timely completion by staff before being entered and manipulated within a spreadsheet application. *"The manual system was laborious and involved much duplication of effort,"* says McNaughton, *"We wanted to automate the process and integrate it with the accounts package for faster processing, invoicing and payment."*

Recognising that the company needed a modern finance system that would provide them with the analytics and reporting they required as well as interfacing directly with other key applications, Whessoe embarked on an evaluation process looking at several different systems. *"We were impressed by Infor FMS SunSystems and by the expertise and advice we received from the consultants at Touchstone Group. They took the time to understand*



our business and our requirements,” says McNaughton.

Once SunSystems was selected as the back office finance package, the next task was to configure it to meet the needs of the Whessoe business model. *“We are a project based company and while we don’t issue very many invoices, we do have to pay an awful lot of them therefore it was essential that SunSystems would interface with our newly acquired Materials System to eliminate duplication of entry, and make validation of invoices against goods received easier, resulting in better control, fewer invoice queries and faster payment for our suppliers,”* explains McNaughton.

Implementing a new finance system on its own is a major task but Whessoe decided that, in order to gain the maximum benefit, it would be appropriate to replace the existing Materials System with a fully automated and integrated system. The challenge for the Touchstone Group consultants was not only to get each of the systems up and running but also integrated and sharing information back and forth. *“We wanted to extract real costs from the accounting system back into our estimating system so that we could prepare more accurate costings,”* explains McNaughton.

Touchstone Group provided the technical expertise to develop the interface between the materials

system and SunSystems purchasing. *“It wasn’t an easy job,”* admits McNaughton, *“The integration turned out to be a major element of the installation. However, we are delighted with the outcome.”* Rather than depending on historical data the estimating team have access to live item costs which can be used to develop new proposals.

In addition, Touchstone Group recommended the time@work application to automate and manage expenses and timesheets, feeding through to SunSystems. The application has already been rolled out to more than 400 users who are entering expenses and completing timesheets which are automatically processed.

Since “Go Live”, the benefits of the solution to Whessoe are already noticeable. Improved productivity, accuracy and speed of processing are clearly visible. Invoice handling is also easier due to automation and integration with the accounts system. *“Simply automating manual processes has improved our systems significantly,”* says McNaughton, *“Automation has the added benefit of tightening up the processes making it much harder to cut corners, and that improves quality, productivity and efficiency – there is no need to look things up manually as information is available much more readily and the new system has removed the need for duplicate entry. The time savings are enormous.”*

Adrian McNay, Group Board Director, Touchstone Group, comments, *“Whessoe are a major player in the Oil & Gas arena. They needed a solid financial solution to accommodate their business processes and growth as well as an automated timesheet system. We are very pleased with the integration of SunSystems and time@work and the results that Whessoe have seen to date are wonderful. We are looking forward to working on further developments and roll-outs at Whessoe in the future.”*

The next step for the Whessoe team is to focus on reporting to provide business managers the data they need, when they want it; although McNaughton envisages a period of three months when they monitor the new systems before starting the next phase of development. *“The intention is that we want further integration with other applications and corporate systems but for now we are happy to enjoy a period of consolidation and planning. The Touchstone Group Integration Team has done a great job in getting us to this stage.”*

**About Touchstone Group** Incorporated in 1982, Touchstone Group plc is quoted on the London Stock Exchange AIM market (LSE:TSE).

Touchstone Group provides expert IT Consultancy and Software Solutions to mid-market & enterprise organisations, across a number of areas including: ERP, CRM, eProcurement and BI.

Primarily working with companies in the UK, but also supporting many international organisations, Touchstone has specialist solutions for a number of niche markets including: Rental & Construction Services, Wealth Management and Commodity Trading. Additionally, Touchstone has 26 years of expertise supplying solutions to a number of broader markets including: Not-for-Profit, Financial Services, Hospitality & Leisure, Energy, High Tech, Media & Publishing and Professional Services.

Clients who have chosen Touchstone Group include: Speedy Hire, PwC, Isle of Man Government, Bank of England, British Olympic Association and JD Wetherspoon.



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