



Customer Success Story

*Project management, resourcing and business analysis
foster great communication at Lemeon*

Challenges

- **Disparate systems:** Use of different programs to manage projects, customers, work hours and invoicing was slow, tedious and left too much room for errors.
- **Invoicing:** Length of time between completing a project, calculating the work hours and expenses, creating the bill and receiving payment was unnecessarily delayed due to slow, cumbersome procedures.
- **Business analysis:** Lack of compiled data made it difficult to analyze and report on the company's overall health, and in turn planning was impossible.

Solution

- Severa was implemented, and enabled the collection of all business data in one place.
- Project management tools streamlined all aspects of the process, from organizing leads in the sales pipeline to project delivery and invoicing.
- Planning and resourcing techniques improved to complete projects on time while also distributing employee workloads more evenly.
- Better reporting and analysis supports business development.

Results

- Sales, customer and project data are maintained in one place, making it easy to utilize and reference for planning, invoicing and forecasting.
- Routine office work is automated.
- Projects are completed on time and on budget.
- Better understanding of business made further development possible.
- Accurate invoicing means bills are collected, calculated and billed faster, and in return, they're paid faster.

Client Profile

Lemeon is a production house that develops high quality corporate communications. Various formats are used in communication projects, including advertising, electronic, digital and broadcast media to produce videos, internet movies, as well as television programs and commercials. Lemeon is dedicated to helping its customers get their message across effectively and efficiently.

LEMEON | TUOTANTOPALVELUT

www.lemeon.fi

Key Gains

- Automated business processes save time
- Simplified management and resourcing duties
- Improved overall business understanding
- More accurate view of projects, work hours and profitability

“Severa supports our whole business. Efforts to improve our project management and time tracking processes have generated tremendous results.”

Jussi Koivusaari, CEO
LEMEON