Sage Enterprise Intelligence

SUCCESS STORY

How Vinci Construction Increases Productivity with Sage X3 and SEI

Sage Tech Partner
Plus

CUSTOMER

VINCI CONSTRUCTION

INDUSTRY

Construction

LOCATION

Rueil-Malmaison, France (Primary)

NUMBER OF LOCATIONS

1000+

SYSTEMS

Sage X3

Sage Enterprise Intelligence

Vinci Construction is an international giant consisting of more than 1,000 companies in 140 countries. Didier Desmons, Director of Project Management in Vinci Construction's IT Department, details the benefits that came from integrating Nectari into the accounting information system driven by Sage X3.

A finance chain driven by Sage X3

With more than 1,000 companies and 115,000 employees, Vinci Construction constructs buildings, engineering structures and infrastructure in most countries around the world. Within this vast group, Didier Desmons is leading a digital transformation project involving half of the companies in the Vinci Construction scope and one third of its revenues.

"The first part of our project consisted of deploying Sage X3 to the benefit of 3,500 accounting departments of the Vinci Construction Group, spread over 140 countries. We began deploying the ERP in 2017 and finished equipping the target scope in 2020."

Second step: the upgrade. "We upgraded to v12 in May 2021. We are now at full speed for all our accounting functions. And this is across the entire financial value chain. We decided on this migration to remain at the forefront of efficiency and compliance."

A pairing of Sage X3 and Sage Enterprise Intelligence

The third part of the project led by Didier Desmons resulted in the integration of Sage Enterprise Intelligence into Vinci Construction's financial information system, within the scope driven by Sage X3. "The idea was to provide a consistent package to our Sage X3 users, with access to their own data. And they don't need to have advanced accounting or IT skills to access their data."

With the integration of Sage Enterprise Intelligence, the Vinci Construction finance teams concerned have made a real leap forward.

"The advantage of the pairing is that we have a fully integrated coupling. And we have a real quality of service, a complete package to offer our users, with Sage X3, on the one hand, and SEI on the other."

Concerning this third part, Didier Desmons makes an observation that also explains the rapid appropriation of SEI by users around the world. "What is impressive to note is that, despite the diversity of all our people, of all our jobs, whether we are in Canada, Australia or France, we all have the same need. We still have the same issues with our data."

Immediate appropriation by users

Although the specifications were clear and expectations for Sage Enterprise Intelligence were high, the immediate success with the teams surprised Didier Desmons.

"We were amazed both by the productivity gains and by the real enthusiasm of the users."

DIDIER DESMONS,
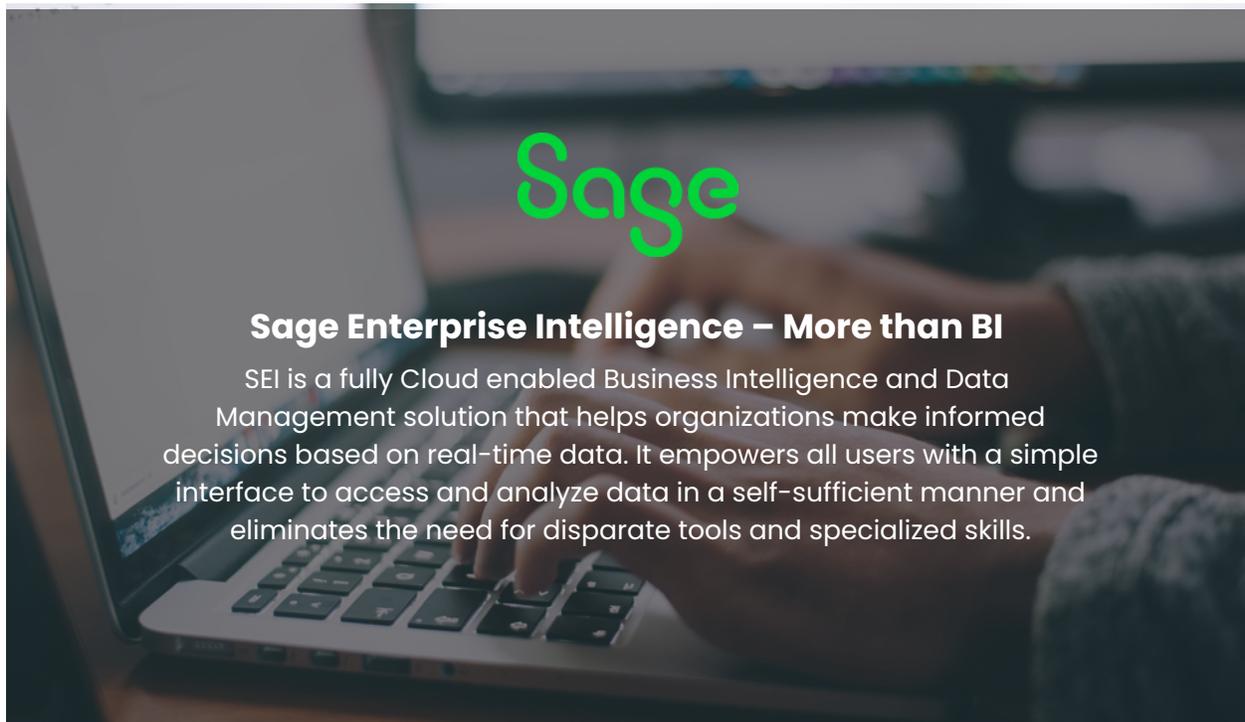DIRECTOR OF PROJECT MANAGEMENT, IT
VINCI CONSTRUCTION

The added value of the digital transformation project goes far beyond expectations. And above all, according to Didier Desmons, it takes on a dimension that he had not really foreseen. "The importance that the topic of data quality has taken on in the teams is a real surprise. Thanks to the integration of SEI, all operators have gained real awareness of the need for rigour in the processing of their internal data. The inadequate quality of our internal databases was immediately brought to light." Thus, at Vinci Construction, Sage Enterprise Intelligence very quickly became a productivity lever for all the finance functions impacted by the project.

"Accountants used SEI as a product that allowed them to challenge their actions and their entries and to improve both the maturity and the quality of the data that they would be able to process, use and provide to all their collaborators. No wonder our productivity has been boosted."

But appropriation of Sage Enterprise Intelligence doesn't stop there. "The second major benefit is the predictive functions. Very widely acclaimed by our users. Why? Because SEI allows them to go beyond simple analysis. The application makes it possible to design much more precise and detailed action plans.

For example, we could anticipate like never before the cash flow gaps caused by the blockage of construction sites due to the pandemic. And by the billing discrepancies they cause," concludes Didier Desmons.

Deep down, his greatest pleasure is that he continues to be surprised. "Users are full of ideas on how to leverage the solution."

Sage Enterprise Intelligence – More than BI

SEI is a fully Cloud enabled Business Intelligence and Data Management solution that helps organizations make informed decisions based on real-time data. It empowers all users with a simple interface to access and analyze data in a self-sufficient manner and eliminates the need for disparate tools and specialized skills.

Original article: https://www.sage.com/fr-fr/blog/parole-de-dirigeants-comment-vinci-construction-gagne-en-productivite/

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