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The logo for Integra Associates features a white square icon with a smaller white square inside it, positioned to the left of the word "integra" in a bold, lowercase sans-serif font. Below "integra" is the word "associates" in a smaller, lowercase sans-serif font.

integra  
associates

We don't draw a line  
between ourselves and our clients

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# Why Integra?

## We don't draw a line between ourselves and our clients

The terms 'consultancy' and 'project management' suggest analysis, advice and organisation - we commit more than that by becoming fully involved. Integra members pride themselves on their empathetic relationships with clients. We are prepared to become involved at all levels and to act with loyalty and integrity towards our clients.

## Poachers turned gamekeepers

Each Integra team member has first hand experience of financial systems implementations in financial end user roles and most as application consultants for software houses. Having worked on both sides of the fence gives us a unique insight into the implementation process and allows us to act on your behalf to get the best from the supplier and the system.

## Unique associates model

Integra's unique associates model comprises a core team of directly employed consultants, and a network of independent consultants. This model encourages consultants to develop direct relationships with clients, giving unrivalled responsiveness, flexibility, dedication, continuity of relationship and a real motivation to ensure the success of clients' projects. One thing common to all the team members is a track record of delivering successful solutions in financial systems.

"We were **extremely impressed** with... the consultants... because of their **strong product skills** and unswerving **commitment** to task."

FMS Project Team | Bath & North East Somerset Council

"They became **part of our team**, but exited then in a true **professional style**"

Warren Gemberling - RAC Project Manager

"Integra consultants ... always acted in (our) best interests and provided **objective, independent** advice"

FMS Project Team  
Bath & North East Somerset Council

## Independent and impartial

Integra has a truly independent and impartial focus; allowing us to provide objective and realistic advice on functionality, timescales and true return on investment. Completely independent of any software vendor, we will always look objectively at client's issues. We recognise the root of a problem and will work to resolve it in a way that does not have to include the sale of a specific software solution.

## Track record and continuity

With a proven track record in diverse business sectors, Integra offers high levels of experience and expertise across all areas of financial systems consultancy and project management. We ensure continuity for all our clients, always assigning a key consultant who will be there for the duration of the project and who can be called upon for future projects.

"The Casella Group sees the **relationship** with Integra as **crucial to the SUCCESS** of our business and as such has entered into a long-term agreement with them"

David Bache - Finance Director | Casella Group

## The right credentials

The team has a broad range of skills and experience, covering project management, business analysis, product knowledge, training and technical skills. All Integra team members have deep systems experience and most are qualified accountants. As the UK's leading independent provider of Agresso consultancy, Integra offers a comprehensive range of high quality, tailored Agresso services.

# Why seek independent help?

There is a wealth of expertise in many IT and finance departments, so why is it necessary to involve an impartial third party? Here are four areas to consider:

'Integra's **expertise** and **commitment** ensured the **smooth running** of the project in an environment where securing internal resources was often challenging, and ultimately that the system was implemented **on time** and **to budget.**'

**Robin Birch** - Finance Director  
National Grid ESIS

## 1. Resource requirements

**Do you have a real understanding of the internal and external resources required to carry out your project?**

Software vendors naturally concentrate on the potential benefits of new software implementation projects; the hidden costs and scale of the internal resource requirements are often played down. Lack of appropriate and sufficient internal resource is a common reason for project failure.

Integra consultants have the experience of many successful implementation projects and therefore a comprehensive knowledge of resource requirements and cost-benefit analysis. We fully understand software vendors and their sales processes, most of us having worked for vendors in the sales process.

## 2. Project management

**Have you allocated a project manager who can use proven methodologies to keep the project under control?**

Gaining support of all involved parties and managing this participation requires vision, communication skills, structure, and experience. Our experienced project managers believe in the effectiveness of structured implementation methodologies and use PRINCE 2 to maintain control and minimise risk.

'A consultancy **independent from the software provider** provides a **broader perspective** and Integra has a feel for procurement management in practice'

**Peter Simmonds** - Director of procurement  
Nottingham University

## 3. Software selection

**Do you have an objective, independent view of how to design and configure a software system to meet your requirements?**

With no hidden agenda that involves maximising software sales, Integra is committed to resolving client's issues – we judge our success through our ability to transform our client's systems for the better.

All Integra consultants have implementation experience with a range of business applications. Most of our consultants are 'poachers turned gamekeepers', with inside knowledge of the implementation process both as end users and as sales and product consultants within software houses. Our independence gives us an impartial focus, allowing us to offer realistic and objective advice on functionality, timescales and return on investment.

## 4. Experience

**Do you have a track record of successful project implementation?**

With over 10 year's experience of successful systems implementations, Integra knows the potential pitfalls and business issues and has the technical and project management expertise to ensure that your project is a success.

'Their previous experiences meant that **they knew what worked and what didn't**, and what the outcomes would be in different scenarios.'

**FMS Project Team** | Bath & North East Somerset Council

# Integra Services

We specialise in software selection, system implementations, business process improvements and organisational change management.

The harmonious integration of your systems, processes and people allows you to concentrate on your core business rather than the infrastructure supporting it. We work closely with our customers to provide the right amount of input to deliver successful projects. Practically, this may vary from directly managing the project, to supporting your own team in a number of roles. All our services use proven frameworks and methodologies consistent with best practice, but also have a strong practical dimension based on real experience.

The Integra Agresso consulting team has extensive skills and expertise across several key areas; business knowledge, product knowledge and project discipline.

## Our core Agresso strengths include, but are not limited to:

- Project management.
- System design.
- The full test cycle.
- Data migration and cut-over.
- Process analysis.
- Report writing – including Excelerator and Crystal.
- Training.

## Consultancy services

Integra provides a range of consultancy services to help you get the most out of your financial business systems; from full project management and team provision for large transformation projects to one off training sessions and report delivery.

All of our services are undertaken within proven frameworks and methodologies.

## Our consultancy services include:

- System healthchecks.
- Business analysis.
- Software selection.
- System implementation.
- System Integration.
- Project management.
- Business change consultancy.
- Application consultancy.

## System selection

Given the multitude of business software packages available today and the high level of implementation failures, choosing the best application for your business and the right solution provider is crucial. Resource constraints mean that there may not be the time, expertise or objectivity to evaluate systems effectively without assistance. We know the right questions to ask vendors and how to distinguish between features that can be implemented easily now and those which will incur time delays and budget overspend.

We streamline the selection process by rapidly pre-qualifying vendors and understanding the technology behind the software to assure the best fit for your company.

## Agresso services

Integra is the largest and longest established supplier of independent Agresso consultancy in the United Kingdom. Trust, won by results, has been the basis for many long term working partnerships with our clients. Each of our consultants has a minimum of five years experience working with Agresso. This expertise is deployed to create best practice across a range of industry sectors. We ensure our clients have a designated lead consultant for the duration of their project in order to benefit from long term continuity, quality and ongoing skills transfer from our consultants.

## Project management services

Numerous (often well-publicised) IT project failures are the reason many businesses now act with caution when investing in new projects – and rightly so. Poorly managed projects lead to spiralling costs, overrunning timescales and reduction in scope, resulting in failure to achieve the desired benefit from the solution and dissatisfaction among stakeholders.

Integra's project management is based upon sound principles and methodology.

**Integra project management principles:**

- A clear scope and purpose.
- Realism in setting and defining project goals.
- Engagement of a strong and effective sponsor.
- Ownership at all appropriate levels.
- Effective communication.
- Active participation from those impacted.
- Co-operative working relationships.

## Contact us

If you are not getting the best from your financial business systems, or are about to embark on a new project of selection or implementation, then please contact us now. We will be happy to talk to you and offer a range of options from a one-day site audit to a global roll-out.

Contact us on: [+44 \(0\)845 680 1005](tel:+44208456801005)

or at: [info@integra-associates.com](mailto:info@integra-associates.com)

Alternatively visit our website at: [www.integra-associates.com](http://www.integra-associates.com)