

Exed Consulting: Rising to new challenges and accelerating international growth with cloud ERP



Explore Exed Consulting’s journey with SAP

Following rapid international growth, Exed Consulting needed to decentralize control and access reliable real-time information. With the SAP S/4HANA Cloud Public Edition solution, it has simplified resource allocation and gained deeper insights into its project portfolio while improving collaboration, project and financial transparency, and compliance.

Industry	Region	Company Size
Professional services	São Paulo, Brazil	300 employees

“When we started the process of international expansion, one of the difficulties we faced was integrating hybrid teams across regions. SAP S/4HANA Cloud Public Edition provided the sophisticated tools we needed to achieve this and support our growth.”

Renan Guedes
CEO and Founding Partner, Exed Consulting BRL Ltda.

Streamlining processes, increasing control, and accessing real-time data

For 10 years, Brazil-based Exed Consulting BRL Ltda. has been a trusted partner to customers innovating their processes using SAP solutions. Through seven offices spread across Latin America, North America, and Portugal, it provides services spanning project management, sales and distribution, materials management, finance, controlling, digital supply chain, application management services, and ERP.

Exed seeks to meet customers' needs by offering tailor-made innovative services and solutions at a fair and standardized price. Therefore, to remain competitive, it must optimize resources in terms of people, finance, and time. But after three years of double-digit growth both inside and outside Brazil and with 300 employees spread across three continents, this had become a challenge.

Exed relied heavily on spreadsheets and e-mails, creating delays and errors. These manual processes also made it very difficult for project managers and senior management to consolidate and consume information across 270 project portfolios and all businesses and regions in real time.

The company needed to speed up internal processes and enhance project control. It embarked on a digital transformation to simplify and standardize processes, harmonize data, and gain the insights and reporting capabilities it needed for agile decision-making.

“Implementing SAP S/4HANA Cloud Public Edition brings a number of benefits, among them support for end-to-end business processes. With the solution, we have replaced manual spreadsheets with intuitive tools for recording consultants' hours and controlling projects that allow us to view and extract relevant information in real time.”

Marco Aurélio Figueiredo
Head of ERP Solutions, Exed Consulting BRL Ltda.

Adopting best practices, increasing agility, and gaining insights

After an extensive study of solutions available in the market, Exed chose SAP S/4HANA Cloud Public Edition to help it transform its project management, procurement, finance, and financial control processes.

The solution would introduce best practices common in the service sector, help rapidly standardize processes for controlling projects and recording consultants' hours, and enhance security in both controlling and project reporting.

Another key advantage was rapid deployment supported by two pillars. First, cloud technology would enable faster configuration without the need for new IT resources to manage software. Second, reducing the need for implementation workshops would allow IT teams to switch focus from systems and configuration to optimal processes and best practices.

“The implementation process was quick and pioneering, as we were the first company in Brazil to deploy a three-tier instance of SAP S/4HANA Cloud Public Edition. Implementation was business oriented rather than system oriented, meaning it dealt a lot more with processes and practices than configuration and technical issues.”

Renan Guedes
CEO and Founding Partner, Exed Consulting BRL Ltda.

Standardizing operations, speeding decision-making, and supporting growth

With SAP S/4HANA Cloud Public Edition, Exed has made its processes more agile, reliable, and efficient. Revenue has increased without a corresponding rise in costs. The company has also improved collaboration among teams in different regions, increased transparency, and enhanced confidence in its decision-making thanks to accurate real-time data.

Project teams have reported a reduction in the time taken to consolidate data on project progress, risks, and potential pitfalls. This has increased confidence in the information available and enabled speedier decision-making when issues need to be resolved quickly.

On the financial side, the time needed to consolidate and review information on consultants' hours has also fallen significantly, enabling faster payment.

Similarly, the time taken to consolidate information and produce reports for senior management has also drastically fallen, further improving decision-making.