Saxton Bampfylde

wanstor

Saxton Bampfylde transform business processes with Microsoft Power Platform

The Result

"We only have good things to say about Wanstor, but even so were still surprised by the level of commitment and understanding their Microsoft specialist provided.

"He seemed personally invested, and perhaps because of the knowledge Lesley was able to pass on, had a really good understanding of what we were trying to achieve.

"We'd shelved resolving the issue previously because we'd enquired with other providers before engaging Wanstor as our IT partner and it just seemed like too big and complex a job.

"Having Lesley on site to really understand what we were doing meant she spotted and suggested a solution we hadn't thought of.

"She's the eyes and ears for both us and Wanstor, perfectly bridging the gap between our organisations to make sure we get everything we need as we need it.

"For the first time, we're working with an organisation that gives us the confidence they're able to help us become more efficient and digitalise our business using tools we already had but were too afraid to use.

"They're making our transformation seamlessly easy, and we are thrilled."

Key Outcomes

+ A combination of PowerBI and PowerApps shortens business processes by two days each month for collation and reporting of management information, giving staff more time on key projects

+ Collecting, connecting and filtering data provides automated, real–time intelligence and insights, enabling more informed business decisions

+ Onsite support from an embedded engineer empowered to lead the transformational project provides the business intelligence they needed

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Background

Saxton Bampfylde is a global executive search and leadership consultancy with a head office in London and two other sites in Guildford and Edinburgh.

Operating since 1986, it has a hugely diverse range of clients and networks, across multiple sectors and geographies.

With its 30+ year track record in the public and private sector, SaxBam specialises in finding and placing exceptional leaders, mostly in the C-suite, for major organisations.

The Challenge

SaxBam engaged Wanstor as strategic IT partner in 2015, and have taken considerable strides since then on a digital transformation journey.

In addition to IT support and hosting, they recognised that Wanstor could also help to resolve two considerable long-term challenges.

The consultancy is made up of partners who alternate working from home and hotdesking in the office, with only 75% working in-house at any time. Their remote desktop solution was not fit for purpose, often requiring customised device setup.

SaxBam also relies heavily on the availability of its data and up to now this had included manual completion, reconciliation and filtering of a host of large, disparate spreadsheets.

The business needed an easier way to merge, analyse and report on all of their data to free up time and resources.

"Our systems were incredibly inefficient and just not sustainable. Strong teams should be about adding value rather than just checking that numbers are right," said Finance Director, Andy King.

The Solution

The initial solution support hosting success meant SaxBam wanted to deepen the relationship with a Wanstor engineer onsite to deliver against other objectives.

"We were keen to build the sense of partnership, and having a dedicated person onsite is better. Lesley really adds value. She isn't just reactive to problems; she proactively improves how we work and knows us inside and out."

To improve remote working, SaxBam invested in infrastructure with updated devices whilst Wanstor moved them to a new remote desktop solution.

"We anticipated problems due to issues with other providers, but it was totally seamless with Lesley bridging the gap between us and different specialists at Wanstor. She had also correctly identified our issue with data processing."

It took one day to collate required data and one day to analyse it each month. Lesley's PowerBI solution would connect, reconcile and make valuable this data on the partners' behalf.

Using data that was collected into Excel spreadsheets, Wanstor were able to build a dashboard providing SaxBam with real-time reporting.

"We can now make effective use of resource by inputting, integrating and filtering the correct data on our existing reports, then making business decisions based on the clarity this delivers."

> "The Wanstor engineer we have really adds value. She isn't just reactive to problems – she proactively improves how we work and knows us inside and out."
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> **Andy King**
> Finance Director