

Ekkom

Implementing HansaWorld Enterprise helped Ekkom become a modern provider of accounting and consulting services to domestic and international customers.

Company Profile

Ekkom has been offering its services on the Polish and the international market since 1992. The company offers the full spectrum of accountancy services, as well as consulting in the fields of finance, taxation, investment and business planning.

Switching to HansaWorld

"We used to work with a DOS-based program Winbook. However, that was not good enough, as our aim was to offer a high-quality service and attract new customers, especially foreign companies," explains Vice-President Edward Czuchajewski.

Before deciding for HansaWorld, Ekkom compared it to other products on the Polish market: Symfonia, WaPro and local packages such as InsERT and Probit. The process took place in 2002 and Ekkom's customers were starting to enquire about the possibilities of working online. HansaWorld offered an easy opportunity to access all information across the Internet. Plus, it supported multiple languages and had a wide range of integrated modules.

"Surprisingly for us, HansaWorld Enterprise was in our price range and also the leasing agreement was very suitable," Czuchajewski comments. "Having seen a presentation and a demo version we became sure that HansaWorld was the system we were looking for - one that could help us fulfil our plans to become a modern office offering unique accounting and consulting services," he adds.

Real time unlimited access from anywhere

The main benefits of HansaWorld Enterprise for Ekkom are:

- The possibility for customers to generate all documents and reports in real time
- Booking all purchase invoices
- Booking all financial documents in the following day
- Unlimited access to information about the financial situation of the company and the possibility to make payments, no matter where you are.

As HansaWorld can be used in nearly 30 languages, Ekkom's foreign customers can access their information

Polish accounting and consulting office



either in their own language or in English. After choosing HansaWorld Enterprise, Ekkom set up their account plan in French, English and German.

According to Czuchajewski, the effects of the implementation were beyond expectations. Ekkom has a system with 33 named users, 32 companies and three additional languages (English, Danish and Spanish).

Becoming attractive for foreign customers

Since choosing HansaWorld, Ekkom has become very attractive for international customers and their client base now mostly contains foreign companies.

"Thanks to HansaWorld software we were able to create a special offer for our clients, which is still unprecedented in the region of Lower Silesia (**Dolny Śląsk**). Moreover, we can offer the possibility of using technologically enhanced software for a monthly fee, without the need of buying it. We have grown to employ 26 well-educated accountants and are planning to continue to grow together with HansaWorld," Czuchajewski said.

<http://www.ekkom.com.pl>

About HansaWorld

HansaWorld is an international business software company, established in 1988 in Sweden. The company provides integrated ERP & CRM solutions together with a wide selection of industry-specific tools. The products work on all major platforms and allow convenient and fast mobile use over the internet via laptops, PDAs and Nokia business phones. The software is available in 28 languages and has been installed at more than 67,000 customer sites in 89 countries.