



Saxton Bampfylde transform their business processes with Microsoft's Power Platform

Saxton Bampfylde

Wanstor's onsite engineer solves a data-management challenge for customer SaxBam by using PowerBI and PowerApps to automate business processes, saving two days per month resource time and delivering first-class management information and reporting capabilities.

About SaxBam

SaxBam 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 it's 30+ year track record in the public and private sector, SaxBam finds exceptional leaders – mostly C-suite – for major organisations.

The Challenge

SaxBam engaged Wanstor as their strategic IT partner seven years ago and have taken giant strides together into their digital transformation journey. Initially, they required IT support and hosting, but, in addition to this day to day support, they recognised that Wanstor could also resolve two big long-term challenges.

A workplace mobility challenge

The consultancy is made up of partners who, even pre-Covid, alternated working from home and hotdesking in the office.

At any given time, there are only 75% working inhouse.

The remote desktop solution they had was slow and arduous to log into, and often required them to be set up from their own personal devices. They needed it to be easier for partners to log on quickly and securely wherever and whenever they wanted.

A resource-heavy complex data challenge

SaxBam relies heavily on availability of the data its partners collect and until recently, one of its biggest challenges involved the manual completion, reconciliation and filtering of a host of large and disparate spreadsheets.

SaxBam had identified this as a future project but felt that they lacked both the time and obvious method to resolve the problem. They needed an easier way to merge, analyse and report on all of their data, freeing up time and resource. This was a particular focus for the Finance team.

“Our systems were incredibly inefficient and just not sustainable.

“Strong Finance teams should be about adding value rather than just checking numbers are right,” said Finance Director, Andy King.

“

The Wanstor engineer we have, Lesley, really adds value. She isn't just reactive to problems - she proactively improves how we work and knows us inside and out.

Andy King,
Finance Director

”

The Solution

The initial solution of IT support and hosting went so well that SaxBam wanted to grow and deepen the relationship and have a Wanstor engineer working on site to deliver against several other objectives they wanted to achieve.

“We were keen to build the sense of partnership and having a dedicated person onsite is just so much better. The Wanstor engineer we have, Lesley, really adds value. She isn't just reactive to problems; she proactively improves how we work and knows us inside and out,” Andy continued.

Efficient remote working

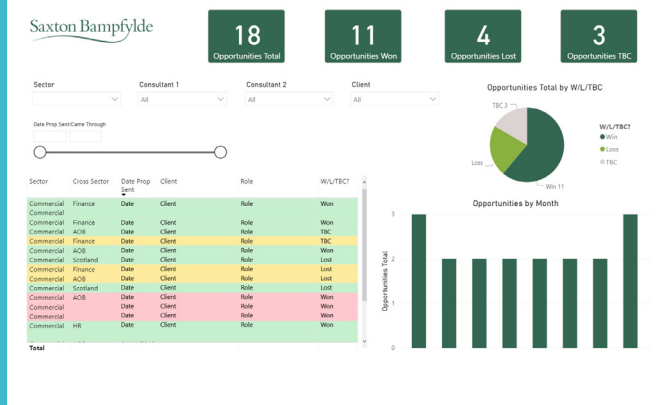
To solve the first challenge and improve remote working, SaxBam invested in their infrastructure and supplied everyone with new laptops whilst Wanstor moved them from their old legacy system to a new remote desktop solution.

“We anticipated this being problematic due to previous moves we'd had with other providers, but it was totally seamless with Lesley bridging the gap between us and different specialists available at Wanstor.”

No more time-consuming spreadsheets

Having Lesley onsite and embedded in the business meant that she noticed how resource heavy the finance reporting was.





The Result

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

“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 the two 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 complete confidence that they are able to help us become more efficient and digitalise our business using the tools we already had but were too afraid to make the leap to use. They are making our transformation seamless and easy, and we’re 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 to spend on key projects
- ✓ Collecting, connecting and filtering reams of data provides automated, real-time intelligence and insights, enabling more informed business decisions
- ✓ Exceptional onsite support from a fully embedded engineer empowered to lead the transformational project, gives SaxBam the business intelligence they needed, and thought they’d never achieve