

How Kainos uses Kimble to keep control of a rapidly growing business

Kainos – an award-winning, publicly-traded IT services and software business – implemented Kimble PSA in 2012, to support and fuel rapid growth and to keep control of the business as it expanded.

Since then, Kainos has tripled in size while maintaining operational efficiency. Kainos draws the data it needs to create accurate forecasts out of the Kimble system – the quarterly forecasts are 98% accurate.

The visibility and accountability that Kimble supports has enabled Kainos to decentralize decision-making. Business Unit managers are responsible for making decisions about their own areas, while at the same time sharing information about group-wide performance through Kimble.

“Kimble is a very powerful system. It allows us to capture a huge amount of relevant and timely data. Our business units now have much more operational visibility and control, and we’ve adapted Kimble to support each one of them,” said Group Head of Finance, Peter McKeown.

Operational Intelligence Manager, Noel Kelly said “Kimble is critical for us in planning. We are able to see what is coming towards us a lot more clearly than we used to.”

Using Kimble PSA, Kainos is able to:

- ▶ Draw out the metrics to run the business
- ▶ Access accurate information to share with customers and investors
- ▶ Decentralize decision-making so better decisions can be made more quickly

Benefits

- ▶ Forecast accuracy of 98%
- ▶ Tripled in size while maintaining operational control
- ▶ Decentralized decision-making



Size:
**1,001 – 5,000
EMPLOYEES**



Geography:
GLOBAL



Sectors:
**IT SERVICES AND
ENTERPRISE SOFTWARE**

“ Kimble is the tool we use to monitor the pulse of the business. It’s the first thing people turn on in the morning. ”

Peter McKeown, Group Head of Finance, Kainos