



CLIENT BUSINESS: Management consultancy
SOFTWARE APPLICATION: Work tracking & forecasting solution

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ABOUT THE CLIENT

Insider Pro is an exceptional procurement and strategy consultancy. Its *raison d'être* is to maximise the enterprise value of private equity-owned and high-growth businesses, a mission it delivers via its best-in-class people and processes. Adopting agile methodologies, disruptive procurement principles and innovative coaching approaches, Insider Pro is proud to state: **“We are different.”**

BACKGROUND TO THE PROJECT

Having grown exponentially since its inception in 2014, **Insider Pro** had become a more complex business to manage. Like many growing businesses, it relied on spreadsheets to track its projects, tasks and financials. Seeking a more robust and scalable solution, Insider Pro evaluated various off-the-shelf software options but could not identify a product that would accommodate its unique operating model and commercial arrangements. **Digital Projects UK** were engaged to deliver a bespoke work tracking and financial forecasting application.

WHAT THE CLIENT SAID

“Five years into our journey as a business, with increasing numbers of customers and people to balance, we needed true visibility of our work in progress and trust in our financial projections. It was imperative that we focused attention on system-generated numbers and eliminated spreadsheets from the process! I knew Will was uniquely positioned for this type of challenge – he has a rare ability to seamlessly bring together the worlds of finance, tech and operations. We now have a platform that the whole team believes in and we are excited to have re-engaged Digital Projects UK for the next phase of our digitalisation roadmap.”

Jeremy Bowley, Managing Partner

OUR VIEWPOINT

The team at **Insider Pro** have deep knowledge around what drives business value – it is no coincidence that they chose to invest confidently in enhancing their people-led business through digitalisation. There were other measurable benefits too: our solution brought about a double-digit improvement in Insider Pro’s meeting quality scores, from an already high-performance base.