

Case Study



Ireland's largest SAP Business One reseller reduces development and implementation time ten-fold with iBOLT SE

Overview

Based in Dublin, Ireland, Irish International Sales (IIS) became a SAP® Business One partner in 2003 and hasn't looked back since. The company has grown from strength to strength and currently employs over 30 staff and has more than 10,000 customers. One of IIS's customers, a top recruitment firm employing over 100 recruitment consultants, places both permanent and temporary staff.

The Challenge

The recruitment firm's fees and terms of payment differ, depending on the type of placement it has made. Because it establishes a relationship with both candidates and clients, the firm splits the commission between its recruiters if one of its recruiter's candidates is placed with another recruiter's customer.

Once a candidate has accepted a position, the placement information is entered into a MS Access® database. The information is submitted to the firm's accounting department via email and an invoice is issued on the relevant date in accordance with the agreement it has with its client.

The recruitment firm sought to automatically import placement information from the MS Access database to SAP Business One in the form of a sales order and transform sales orders into invoices at the appropriate time.

The Solution

IIS used Magic Software's iBOLT™ Special Edition for synchronizing data between SAP Business One and MS Access.

"We had three different types of sales order modules to create," says Danny Liston, Project Manager of IIS, "one each for permanent and temporary staff placement and one for contract workers that might be employed on an hourly, daily or even weekly rate."

“We originally quoted twenty days to do the work, but once we started to use iBOLT we realized that the timing would be considerably less. Amazingly, it took only two days to design and develop and another two days for testing.”

*Danny Liston,
Project Manager,
Irish International Sales*

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"In addition, the customer required synchronization of other internal data," continued Liston. "We originally quoted twenty days to do the work, but once we started to use iBOLT we realized that the timing would be considerably less. Amazingly, it took only two days to design and develop and another two days for testing."

The time saved in completing the data synchronization project enabled the recruitment firm to continue with other development work within the scope of the original budget.

The Benefits

"Magic Software offers us cost savings at both ends of the scale," summed up Marc O'Dwyer, Managing Director of IIS. "Our savings on development time allowed us to reallocate staff to work on other projects, improving our return on the investment in iBOLT. For our customers, we can considerably lower the cost of implementing new functionality, making once cost-prohibitive projects more attractive."

Danny Liston, Project Manager of IIS, continues, "We were very impressed by how quickly and easily our developer was able to use skills he acquired from three days of training by Magic Software's staff."

"Although SAP's Software Development Kit allows us to build extra functionality into SAP Business One, writing in Visual Basic can be a labor intensive process. Using iBOLT's drag and drop capabilities in conjunction with SAP Business One," concluded Liston, "is saving us significant time on our development."

Magic Software Enterprises (NASDAQ: MGIC) is a software provider of enterprise application development, deployment and integration technology.

The company's platform allows small and medium-size enterprises to rapidly develop, change and deploy business solutions and integrate with existing and legacy systems. Magic's products are built upon 20 years of R&D and customer experience. Through partnerships with more than 2500 ISVs worldwide, Magic Software's technology is used to deliver solutions to more than 1.5 million customers around the globe.