

**Professional  
Services**

Key requirements:

Seamless integration  
with existing systems

Global reach

Advanced reporting and  
analytical capabilities

Increased transparency  
and accuracy of data

Collaborative working  
capabilities

→ **THE CUSTOMER**

GFA is a worldwide consulting group providing an extensive range of services in project planning and sector studies, market analysis and research as well as project management for institutional clients and for the private sector.

The individual companies of the group have developed a high level of professional competence in the specialist areas of agriculture and forestry, business consulting and training, as well as health systems and services.

GFA Group has successfully served a large number of institutional clients worldwide in projects financed by bilateral donors, including the German organizations KfW and GTZ, the European Union and international institutions such as the WorldBank and many regional development banks. GFA Group with its subsidiary corporations and an annual turnover of over 40 million €, employs about 240 permanent staff members with different specializations.

→ **THE CHALLENGE**

GFA sought to integrate its worldwide project accounting systems into its headquarters system.

In addition, since GFA focus on the provision of exemplary customer service, ad-hoc enquiries from donors regarding specific projects needed to be addressed immediately.

The management within GFA required an increased level of transparency and accuracy in the reporting of its financial data and were looking for a real-time solution that could address this need rapidly and cost effectively.

**THE SUNSYSTEMS  
SOLUTION**

Since the implementation of the solution, GFA personnel working on projects around the world enter cost data locally and the information is collated and transferred to the Head Office in Hamburg.

With SunSystems, the data is automatically imported into a financial accounting and controlling system, using up to 7 different analysis categories.

The solution delivers an automated billing and financial reporting system, which matches the exact requirements of different national and international donor organisations.

SunSystems strengths are enhanced by the quality of the management reports it generates. By using Vision Executive, GFA is able to conduct ad-hoc analysis and drill-down at an individual transaction level which admits a greater understanding of operational performance and assists in the strategic decision making process.

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holding



terra systems



management



medica

## → THE BENEFITS

GFA has witnessed a speeding up of the processes associated with reporting and invoicing to donor organisations, avoiding redundant administrative work and leading to significant cost savings. Project managers worldwide and in its headquarters have direct access to detailed cost data, resulting in high transparency about the usage of public funds.

Since the implementation, GFA has noticed a substantial reduction of financial risks for all organizations involved. SunSystems has delivered a comprehensive and detailed budget management process.

High user acceptance as a result of the ease of common formats can be integrated via Excel solutions into a single, seamless process.

The low total cost of ownership results from the fast implementation timescale associated with the deployment of SunSystems into GFA.

Johannes Lagemann, Chairman of GFA Holding AG commented: "As a private consultancy organisation dealing with public funds, we can only be successful if we constantly prove our work is trustworthy and sustainable. SunSystems gives us a standardized solution, which perfectly corresponds to our customer expectations and to our requirement for a consistent level of professionalism in all projects and across all our subsidiaries."

Günter Schmidt, Managing Director of GFA Terra Systems added: "SunSystems provides a formerly unachievable level of transparency in the data and information generated by our projects however remote they may be. This is increasingly significant as we expand our operations across the world. Indeed we have been working in Asia, Africa, Latin America, and Eastern Europe and have needed a solution that delivers real-time information securely and reliably from these globally different regions. SunSystems is the only solution, which provides us with this information and with the required data in a timely manner without additional internal efforts. Ultimately the solution allows us to speed up our financial management process. The immediate availability of information gives us great security and an opportunity to act quickly in a complex and competitive international environment."

## → THE ULTIMATE RESULT

GFA group believes that the rich functionality and scalability of the SunSystems solution enables GFA to meet its changing business needs both now and in the future. The flexibility of the software allows for a seamless integration of Excel solutions and the combination of these quantifiable benefits have led to a high acceptance level among users of the solution set across the world.

### SunSystems modules

Accounting

Multi-currency

Fixed assets

Vision Executive

Vision XL

### Database

Microsoft SQL 2000

### Platform

Microsoft 2000 Server

### Industry sector

Privately owned consultancy acting in public funded development cooperation

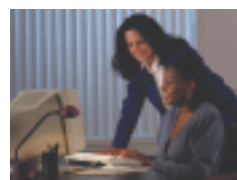
### Geographic locations

Head office in Hamburg, Germany

Currently more than 150 development projects worldwide



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