

Infortrend Germany optimizes operations with Consultinghouse

Business Case

The Client

Infortrend Technology (Chinese: 普安科技) is a Taiwanese technology company specializing in SAN and NAS storage systems. The company is headquartered in the Zhonghe District of New Taipei, Taiwan, and has regional headquarters in Tokyo, California, Beijing, Germany, and the UK. Founded in 1993, Infortrend Corporation (Public TPE: 2495) is a leading provider of high-performance networked storage solutions focusing on quality, reliability, choice and value.

Fully dedicated to storage solutions, Infortrend has a strong technological foundation that includes one of the best R&D teams in the industry. Their expertise covers all aspects of storage systems, including hardware, firmware, and software and system integration. To ensure product excellence, Infortrend systems are designed and manufactured in-house.

Infortrend storage solutions have been widely deployed on a variety of demanding applications by multiple users across commercial and industrial markets. The company's core brands include the ESVA, EonStor DS and EonNAS product families.

Business Challenge

In 2013 Infortrend decided to move its office location in Germany and consequently needed to register at the tax office, trade court and municipal office responsible for the new location. Furthermore, insurances as well as banks and other authorities had to be informed of the change of the office address. Also a change to the information in the social- and payroll system was required in order to keep the operations going.

In addition to the transfer to the new Headquarters, Infortrend had in the past experienced problems of uncommon delays with their internal processes. Deadlines to authorities and tax offices had been exceeded or missed, payroll slips had been generated late. This led in places to bottlenecks in salary payments and other payments, which have to be made each month in order to stay compliant with German statutory law and to ensure employees were paid on time.

Therefore, Infortrend requested not only an analysis of the internal processes in terms of daily operations, but also the entire takeover of the whole payroll and accounting work for the future.



Analysis and improvement of business processes

Business process optimization

Seamless and frequent communication

Due to the fact that the German office of Infortrend is required to report on a monthly basis to its European Headquarters in the UK and the mother company in Taiwan, Infortrend Germany wanted to have a financial accounting set-up which would allow the company full transparency in the monthly figures. In addition to the monthly accounting, the client requested annual year-end closing and reporting of the balance sheet to the Headquarters in the UK and Taiwan. The numbers needed to be prepared in such a way that they could be integrated into the system of the EU Headquarters in the UK and the mother company in Taiwan with only a click.

Our Approach

Consultinghouse successfully designed the process and project plan of the office transfer and personally guided the client throughout the establishment of their new office in Germany. Before the transfer of the office, Consultinghouse did an analysis and verified the current business processes at Infortrend's German offices. Consultinghouse implemented the new processes at the client in order not only to start in a new office, but also to ensure a seamless transfer with a whole new business structure.

In addition, Consultinghouse is providing ongoing monthly support in accounting and payroll services to help the company to stay compliant with German statutory law and to comply with all accruing deadlines and regulations. Furthermore, all figures are processed and generated in accordance with the company's common set-up and get integrated into the system of the EU Headquarters in the UK and the mother company in Taiwan on a monthly basis.

Services provided

- Analysis of client situation and internal process
- Strategy consulting in regards to the office transfer
- Strategy consulting in regards to business process optimization
- Set up of new office
- Registration and deregistration at all involved authorities
- Management of local operations (Payroll & Accounting)

The Outcome

Infortrend Technology has recovered its position as the world's primary leader in its specific niche market. Through acquiring the services offered by Consultinghouse, they have received professional services and credible information to attain their companies' vision and optimize their processes. Consultinghouse not only presented the strategy to achieve the result that the company aimed for, which was to re-emphasize that Infortrend can deliver technology to the highest standards, but also managed the ongoing business while changing office addresses.

Along with the process integration, Infortrend has also embarked on a business process improvement, driven from the top down. The company formed a new structure in 2014 for devising new approaches to business processes.

Since the new GmbH started its business operations in Germany the company has continuously been able to develop its business in the European market while Consultinghouse has provided strong guidance on the strategy as well as on the operational side.

The release of on-going accounting and payroll services to Consultinghouse helps the company to remain compliant with German statutory law at all times and ensures that there are no more delays in the procedures and that the deadlines for the authorities and the payment of salaries are respected. This saves the company valuable time and resources which they may use in their day to day operations.

Through seamless cooperation and frequent communication between Infortrend and Consultinghouse, a smooth transition was ensured, even during the first few months. Infortrend Technology is now back in a position to be able to complete various projects faster and enhance its market share in one of the strongest markets in the world.

For more information about Infortrend, please visit www.infortrend.com

To learn more about Consultinghouse and how we can add value to your business and company please contact us today at info@consultinghouse.eu or +49 (0) 6181 250 334.