

## Isosceles help Vetasi create business improvement for their clients

Isosceles' proven track record of providing growing technology consulting companies with a similar service was the major reason behind Vetasi's decision to appoint Isosceles.

Vetasi were created in 2005 and have rapidly grown to become one of IBM's leading partners providing enterprise asset management solutions. Their services enable capital-intensive industries such as utilities, manufacturing and healthcare to maximise the return from their assets.

Vetasi have offices very close to Isosceles, just outside Heathrow, and in Pretoria, South Africa and have a rapidly growing customer base across Europe and Africa.

### The Requirement

Like an increasing number of newly formed companies, Vetasi took the decision early on to outsource non-core activities.

Their requirement was to find a company who understood the idiosyncrasies of a growing technology company; could provide the finance and accounting services that they needed now; but who could also flex, refine and grow those services as Vetasi evolved. In short they wanted a long-term partner.

Vetasi have a large distributed workforce, so their chosen service provider needed to be able to handle the complexities of disparate people and the system and process challenges that this bring.

### Why Isosceles?

Isosceles have a proven track record providing similar services to growing technology companies like Vetasi



and they could flex the service to meet Vetasi's requirements.

The close proximity of their offices, and an accessible team, gave Vetasi reassurance in the early days.

*"Vetasi is an example of an energetic, solid and ambitious management team. They have an excellent, loyal customer base which can only be attained through excellent customer service. They have challenged us to ensure our systems and processes can facilitate this standard of service."* Mike O'Connell, CEO at Isosceles.

### The Results

Vetasi and Isosceles have been partners for nearly seven years. The service continues to grow. Not only do Isosceles provide outsourced accounting, but they undertook a time recording and billing system review and selection, and advise Vetasi on an ad-hoc basis on HR matters.

*"Isosceles have been with us through the highs and lows. They have supported us strongly through every part of our cycle. They are completely dedicated to making our life easy."* James Prior, Joint CEO, Vetasi