

CASE STUDY



How Dyflexis and EasySecure complement each other

Workforce scheduling and timesheets are not just a thing of the present- It has always been an important part of HR and payroll. If we go back 10 years, we see that a lot of attention was paid to payroll, but there was not enough insight into time tracking and workforce planning in companies. Dyflexis saw a market emerging that could support the challenges of the industries through an automated planning and time recording system. Dyflexis has a particular focus on the retail, hospitality, leisure, manufacturing and warehousing sectors.

The actual founding of Dyflexis was 11 years ago. The launch was easy, but communicating the added value was more difficult than expected.

When Dyflexis was first brought into being, the founding fathers had to prove that the added value of Dyflexis was of great benefit to both planners and employees. The user experience of Dyflexis proved to be the product's outstanding strength. After a series of successful pitches, Dyflexis was able to develop outstanding business growth strategies. Dyflexis is now 10 years older and has evolved progressively. There is now an organisation consisting of various departments such as support, consulting and product management and product development. Furthermore, Dyflexis does not only focus directly on end customers, they also work with partner companies such as EasySecure.



Total solution for capacity planning and time registration

In the meantime, Dyflexis has been in existence for more than a decade and has developed into a company with more than 3,600 customers and 80 employees. Dyflexis offers an all-in-one workforce management system, including software and hardware, for companies where the available capacity (scheduling of employees) has a direct impact on the bottom line.

Think of a supermarket, for example, where you have a big problem if deliveries don't happen because of missing staff. Or in industry, where a company loses a lot of revenue if a production line comes to a standstill because there is a shortage of workers.

Dyflexis' core business is (staff deployment) planning, which gives insight into optimisation and utilisation. On the other hand, the company also focuses on time and hour registration, a legal obligation that is gaining more and more weight in Europe. How are hours calculated for employees who work at different times or work longer hours? How can overtime be calculated easily and efficiently? Should an app or a clock system record the working hours? Dyflexis manages to streamline the entire process of registering hours in the workplace, including payroll and payroll administration.



Dyflexis and EasySecure

Dyflexis is increasingly receiving requests for access control solutions. Although these can of course be developed in-house, Dyflexis was more interested in working with an organisation that had already earned its laurels in this field. After some searching, a call was made to EasySecure to ask if both parties could reinforce each other.

It clicked immediately, as both companies recognised the added value of the other. Moreover, the technology (hardware, software, APIs) of Dyflexis and EasySecure speak the same language. What also helps is the fact that both companies operate largely in the same sectors (retail, hospitality, leisure, manufacturing and warehousing) and are present in the same countries (the Netherlands and Germany). Thus, both partners have sector- and region-specific knowledge. Furthermore, the importance of quality is a decisive factor. Both companies strive for triple-A quality in hardware, software and services.



Flexible and dynamic

What Dyflexis appreciates about EasySecure is the fact that EasySecure is a flexible and dynamic partner, which ensures that both parties support each other on an equal basis. The added value for the customer is that the Dyflexis-EasySecure combination completely relieves the client. A company does not only receive a good and secure access control system, but also a complete solution for all facets of managing its workforce. Because Dyflexis and EasySecure know each other through and through, they also function as one unit. Consequently, the customer hardly notices that he is dealing with two partners.

Moreover, both companies work according to the "best of breed" principle: two specialists with their own identity who excel in their respective fields.

Arieke Omta (Human Resources Manager)

"Thanks to the complete synchronization of data, we now use a single tool for access and clocking in and out."



More information

Would you like to know more about EasySecure solutions?

Call us on + **31 (0)85 01500 00**, send an email to info@easysecure.com or arrange a demonstration appointment directly via our website:

www.easysecure.com

