



CUSTOMER SUCCESS STORY

DATA ANALYSIS DRIVES 62% PRODUCTIVITY SAVING AND INFORMED DECISION MAKING



"Implementing i-QMN has revolutionised our decision-making process and provided us with immediate insights into our budget status, saving us countless hours in administrative costs."

-Georgina Palmer, Operations Manager at White House Nursery

INDUSTRY

Childcare

EMPLOYEES

+150

SITES

7

OUR CUSTOMER



White House Nurseries is a premier childcare provider in Derby that has quickly expanded to seven locations, serving over 1,000 families and employing more than 150 staff members.

In 2024, they implemented Pleo expense cards to enhance control over their site-level expenditures on goods and services, moving away from centralised management.

CHALLENGES



Pleo was introduced to improve budget control, allowing managers to use their own cards for purchases.

Each spending item in Pleo can be tagged, enabling detailed analysis beyond the platform's account structure. The nursery uses this to monitor spending across four key budget areas.

Nurseries were responsible for tracking their own expenses, with HQ revising budgets on Excel each term. Managers had to review each Pleo expenditure line and maintain their spreadsheets to track:

- Current Spend
- Total Budget
- Remaining Budget Balance

This system was prone to manual errors and inconsistencies, affecting cash flow and profitability.

Improved Productivity

Eliminated all manual tasks
Saving over 192 hours per year



"Before implementing i-QMN, site managers and HQ leadership manually checked every Pleo expenditure for budget alignment in excel, which was labor-intensive and time-consuming."

A More Cost-Effective Solution Compared to the Current Manual Process with a 171% ROI

SOLUTIONS



"i-QMN allows us to quickly assess our budget status and make informed spending choices to effectively manage costs within the business."



GAIN CLARITY

Easy quick access to key business information and gain greater control of budgets

Our team at APS worked closely with the nursery's Executive team to identify challenges and explore how i-QMN could meet their needs. We assessed the use of Pleo and the budgeting process.

We found solutions to use Pleo's API to integrate real-time data into Domo, our Business Intelligence partner, creating tailored dashboards for the Executive team and each site.

Once connected to all data sets, we structured the information in Domo to optimise dashboard development.

We also created an app in Domo for the Executive team to input budgets directly, removing the need for APS assistance.

This process was vital for linking expenditures to Pleo budgets and developing user-friendly dashboards, helping the team make informed decisions swiftly.

CUSTOMER FEEDBACK



The information is automatically updated once a week, enabling the team to review it at the beginning of each week while planning ahead. This provides us with user-friendly data for our monthly team reviews.

APS has been amazing for us, totally changing how our company operates. Working with them, we managed to cut productivity costs by 63% and got a 171% return on investment, which is just incredible. Thanks to the time saved by their solutions, we could focus on bigger priorities, boosting our productivity. The streamlined processes have fit right into our daily routine, making our work much easier. APS services are a key part of our ongoing success, and I highly recommend them to anyone looking for transformative solutions.



GAIN
CLARITY



INCREASE
PROFITABILITY



IMPROVE
PRODUCTIVITY



EMBED
SUSTAINABILITY



www.allianceprocurementsolutions.co.uk



0330 311 2601



info@apsuk-ltd.co.uk