

## Case Study

### Construction: Persimmon Homes



#### The Problem

Persimmon Homes recognised that in order to maximise profitability a strong document management strategy should become a core component of its operations.

The company also wanted to share information between its regional offices in order to attain an insight into key operational trends.

They decided to embark on a strategic group-wide document management initiative designed not only to remove paper from the organisation but also to provide a platform for cross company knowledge sharing.

#### The Solution

Rob Holden, Persimmon's Group IT Director explained;

"Document storage and retrieval had historically represented a very significant overhead for Persimmon Homes. The priority was to find a solution that integrated easily with the COINS business software which is used throughout the construction industry for everything from buying materials to managing sales and salaries; the ease with which Invu integrated with COINS was a very important component of the decision making process."

"Getting the right solution is not just about utilising the most appropriate technology but also having a provider who understands the complexities and intricacies of the industry."

Persimmon Homes, established in 1972, has been transformed over the past few years to a national organisation building over 12,000 homes a year. With a head office in York, the company employs more than 4,000 people across the UK, with core operations located in 33 offices from Exeter to Edinburgh.

All building companies are increasingly looking to reduce costs and improve operational efficiency. Persimmon Homes were no different and the sheer volume of paperwork within the construction industry was adding major costs to their business.

The range of documents was also considerable including purchase invoices, sub contractor payments and architects drawings.

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Rob Holden, Group IT Director  
Persimmon Homes



Integrates with:  **coins**

“ We remove over one million paper documents a year from our business with Invu. ”

Rob Holden, Group IT Director  
Persimmon Homes

## The Benefits

### Save space

Invu enabled Persimmon Homes to remove well over one million documents a year from the business. Both archive documents and live documents were scanned into Invu significantly reducing the necessity for manual filing systems, saving the company considerable space and allowing them to reduce the size of office premises. A key financial consideration for a fast growing company, especially in the metropolitan areas.

### Save time

Persimmon Homes have transformed the speed of access to information across their business and have over 600 people using Invu on a daily basis. The company's initial focus was to replace paper with electronic content. However Invu's functionality has also been deployed to support Persimmon's knowledge sharing through a document intranet and workflow. This has sustained opportunities to optimise users time and increased the management of information within the company.

### Save money

Invu provides not only effective, reliable document management and retrieval but also delivers immediate benefits in enhanced productivity and cost reduction. The cost of external storage has been significantly reduced, whilst the installation of the knowledge base now provides a platform for excellent inter-company collaboration that will drive further efficiencies across the business.

## The Future

Persimmon Homes is one of the most efficient and focused construction companies in the UK and consequently one of the most profitable. Removing paper from the business saves all users considerable time, a substantial amount of space and delivers significant cost savings. Although there are currently 600 Invu users within the business this figure is predicted to rise as regional companies extend the solution to encompass all types of documentation. The benefits of Invu will only increase as the business utilises the Invu document management solution within all parts of the company.

### About Invu

Invu develops software that incorporates document management, content management, workflow, automation and collaboration specialising in solutions for the mid-market and smaller businesses.

Also known as the paperless office, Invu typically gives a return on investment in under six months, allowing companies to see efficiency savings in terms of both money and time.

Invu's Open Search integration allows SharePoint users to fully utilise the benefits of WSS or MOSS whilst retaining the functions of specialist document and content management.

Invu's solutions enable automated scan, capture and management, processing and output transformation.

Invu also integrates with all major accounting systems including Sage and IRIS, as well as ERP and CRM systems.

Persimmon Homes implemented their Invu software with Invu reseller The Content Group. Contact Invu for more details.