

## INCA PLANNING WINS TRIALS AT CLINPHONE



ClinPhone, a leading specialist provider of technology solutions to the clinical trials industry, has selected Inca Planning to support its growing business through improved budgeting and more frequent forecasting.

*“It was clear that Inca Planning was the obvious choice as it offered the necessary level of functionality for Clinphone’s requirements”*

Recently listed on the stock market, it is important for ClinPhone to provide accurate and up to date information to its stakeholders. The Finance team were keen to reforecast quarterly, but found the existing system of Excel spreadsheets unwieldy, making this task difficult to achieve. With so many complicated spreadsheets, updates became very slow and it was proving difficult to track changes between different versions. “The system was too complex and dangerous - it wasn't practical to give to others,” says Hannah Leigh, Accountant, ClinPhone, “The process didn't give ownership to the budget holders and it was incredibly time consuming.”

After a visit to Softworld Accounting and Finance, a shortlist of three suppliers was selected. Two of them seemed to offer products that provided too much functionality and were too complicated, but Inca Planning seemed very user friendly. “We liked the look and feel of Inca Planning with its funky colours and easy to use toolbars”, says Hannah. “It was clear that Inca Planning was the obvious choice as it offered the necessary level of functionality for Clinphone's requirements, at a more justifiable cost”.

This years' budget will be loaded into Inca Planning and then rolled out to around 36 budget holders, who will make their changes and submit the budget back. This will give the budget holders more transparency into the budget and will also mean that Finance get to spend less time on maintenance. In short, the budget holders will gain control of their numbers, whilst finance control the versions and are able to spend time doing what they should be doing - analysing data and disseminating information throughout the business.

Chris Kerrison, CEO, Inca Software comments, “We are pleased that ClinPhone has selected Inca Planning over other suppliers for its intuitive interfaces and version control. We look forward to working with ClinPhone throughout their period of growth and beyond.”

### ABOUT INCA

Inca is a leading provider of planning, reporting and forecasting solutions for organisations across all industry sectors. Inca has built up an unrivalled sales, customer support and professional services team and serves over 500 customers across the UK and Europe enabling them to achieve planning, reporting and forecasting success.

Our experience has taught us that technology only takes an organisation halfway towards its planning goals. It is excellent advice and support that will ultimately help finance departments transform the planning culture and performance of their organisations. Working with Inca allows customers to take advantage of an unrivalled services and support team. Inca has over 70 years of collective business and financial planning expertise, and is the most successful provider of planning solutions across Europe.

For further information visit [www.incasoftware.co.uk](http://www.incasoftware.co.uk)

### ABOUT CLINPHONE

ClinPhone is a leading specialist provider of technology solutions to the clinical trials industry. The market in which ClinPhone operates is large and growing, driven by the expanding use of technology and the increasing complexity of clinical trials. Traditionally, clinical trial data has been collected using paper based methods and the market has been slow to take advantage of new technology. ClinPhone's technology reduces the cost and duration of running clinical trials and improves the accuracy, integrity and consistency of data collected. To date, ClinPhone has collected data from over 1650 clinical trials across 90,000 investigator sites in 88 countries and has provided its systems in over 70 languages and dialects.

