



A study by Aalto University

A study made by Aalto University, shows how Finnish companies handle their sales and invoicing processes. 33 companies took part in this study.

Are you wasting time?

Offers, contracts and invoices are managed manually using applications like word and excel. In the worst case scenario individuals might use post-it-notes and paper for time-tracking.



83%

of the companies are using only accounting software. In over half of the companies invoicing is managed by CEO.



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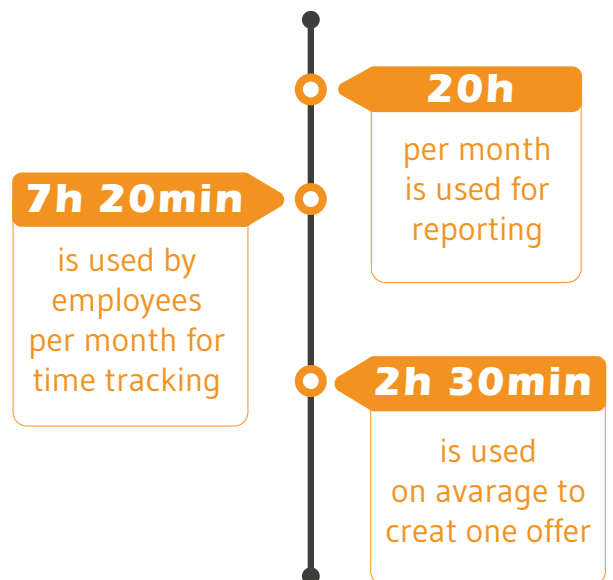
Loses time tracking details before invoicing

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Can't tell how much time is wasted in time tracking

Hours spent

Companies spend un-necessary amount of time with managing their time tracking, offers and reporting.



Company size	<0,5 m€	0,5 - 1 m€	1 - 3 m€	>3 m€
Time spent on invoicing / month	30 h	68 h	154 h	205 h
Costs	1 194,18 €	2 952,41 €	6 577,76 €	8 560,12 €



Automate
time tracking



Manage
offers and contracts



Reduce
billing costs up to 90 %



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