EASA

CASE STUDY

"EASA is the only tool we were able to find that can fully address the Governance, Risk and Compliance issues of spreadsheets."

- Grant Donnell

Application Landscape Manager,

LeasePlan New Zealand

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Videos

Company Name
LeasePlan

Industry
Vehicle Fleet Management

Transforming Spreadsheets into Enterprise Applications

ABOUT LEASEPLAN

LeasePlan is the world leader in vehicle fleet management. Founded in 1963 and headquartered in the Netherlands, LeasePlan operates in 32 countries and employs over 6500 people. LeasePlan helps clients with all aspects of fleet management, including vehicle maintenance, repairs, fuel and even insurance.

THE PROBLEM

How do you cost-effectively transform "stop-gap" spreadsheets into true enterprise apps - with authentication, version control, and full auditability?

Like many organizations, LeasePlan uses core systems supplemented by many desktop solutions such as Excel and Access. However, these end-user-developed solutions do not meet today's requirements in terms of compliance, regulatory and business control.

SOLUTION

Use EASA to web-enable and securely deploy spreadsheet-based tools to end-users.

In 2012, LeasePlan conducted a proof of concept with EASA, a platform that enables rapid creation of web apps which can interact with spreadsheets, databases, and legacy tools.

For the proof of concept, an application (or "EASAP") was created based on an existing Excel spreadsheet used for data entry of third-party leasing details. The new application greatly simplified and streamlined the user interface and operation of the tool.

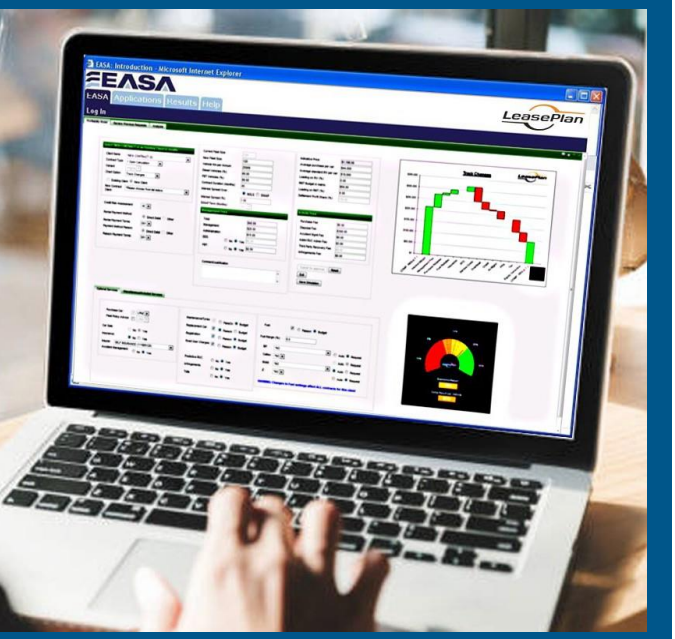
Following this, a more ambitious project was undertaken to create a Profitability Model application combined with a Pricing Approval application which includes workflow components. This leverages an existing complex Excel spreadsheet as the logic engine for the application, minimizing re-work. The application also interfaces with the legacy system to update multiple database tables and to generate approved contracts for new and existing customers.

The initial version of the Profitability Model and Pricing Approval took only 12 weeks of development work effort to prepare - much less than would have been the case using conventional low-code application development methods. This demonstrated the enormous value of EASA's ability to reuse a spreadsheet as a "logic engine" for an enterprise web application.

The Profitability Model now has multiple users in sales and marketing, commercial, and contracts departments. It enables multiple "what if" analyses to be conducted for every deal negotiated by LeasePlan.

Following this success, LeasePlan has used EASA to build around 20 applications to date. Where requirements are well defined, it has been found that moderately complex applications can usually be built with about 20 to 40 hours of work effort.

This validates the tremendous benefit of re-using knowledge already in the business in the form of Excel spreadsheets. An additional unexpected benefit is EASA's ability to rapidly generate working prototypes for proposed applications. Thus far, LeasePlan has developed apps for: Lease Settlement; Trial Balance reporting; Order Review, Order Confirmation and Registration Confirmation, among many others.



This Profitability Model and Pricing Approval application took only 12 weeks of development, which demonstrates the enormous value of EASA's ability to reuse a spread- sheet as a "logic engine" for an enterprise web application. The Profitability Model now has multiple users in sales and marketing, commercial, and contracts departments; it enables multiple "what if" analyses to be conducted for every deal negotiated by LeasePlan. LeasePlan has used EASA to build and deploy about 20 applications to date.

BENEFITS OF EASA

- No special knowledge of Web technologies is required to produce robust web-enabled applications
- EASA is relatively quick and easy to learn – new authors rapidly become productive
- A clean user interface can be created with a minimum of effort
- End-users can only access the correct "certified" version of a tool, ensuring consistent usage
- Confidential models and data embedded in key spreadsheets are protected
- Data can be "melded" across disparate systems and databases to provide a unified view for an application

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