

IFS supports Vectra Group's growth



Vectra, the second largest cable TV operator in Poland, started business in 1991. First, Vectra's cable television networks were established in Słupsk, Olsztyn and Wrocław.

In 1995 the company started to broadcast its own, local TV programs. Initially developing network technologies in 1997, Vectra began to offer internet services in 2001, and in 2005 they started to provide fixed-line telephony services. In November 2006 Vectra Group started offering digital television (DTV).

Vectra is unique. Since its establishment, the company has been growing very dynamically. Thanks to regular acquisitions of cable networks in the country, Vectra has been continuously restructuring itself. However, focus on company growth setback other efforts to create an integrated management support system. Several independent systems were in use mainly based on spreadsheets servicing different areas of the operator's activity. Data transfer between them was very inconvenient, with a high risk of error.

At the end of 2003 Vectra chose IFS because of its broad scope of functionality. The most important aspects were the capabilities for consolidating financial reports and for operating specific functions such as Human Resources and Payroll for companies employing disabled staff.

The implementation covered four main areas: finance and accounting, payroll and human resources administration, distribution, and maintenance. The maintenance component was intended to enable key-investment management for the dynamically developing cable operator, whose goal was to achieve the leading position on the cable TV market. It focused on extending and modernizing the TV network.

About Vectra

Vectra is now a leading cable telecommunication operator and one of the few triple play providers of three services on one cable-TV, Internet and telephone connections. Today Vectra, the second cable operator in the country, provides services for 155 cities in Poland, 760,000 subscribers, 104 Call Centres and a big Call Centre in Gdynia

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Benefits achieved with IFS

- Integration of all data and processes
- User-friendly working environment for employees
- Platform opened for further development of the solution
- Increased flexibility for the company in a very dynamic market
- Ability to run simultaneously a large number of investment projects in the solution
- Multidimensional reports for management

Functioning and development of the system

The implementation of IFS in the Vectra Group was conducted simultaneously in many areas. Sławomir Topczewski, in charge of the implementation for Vectra, placed major emphasis on the financial accounting area. Because of this, three auditors supported the IFS team and focused on Group consolidation. The scheme of accounts and parameters of the solution met Vectra's requirements for preparing consolidated reports. Human Resources and Payroll were enhanced with functionality covering financial legislation for companies employing disabled personnel. Before go-live, the Oracle database was reinforced by data from dispersed locations (entered manually or via Excel spreadsheets).

Today, the implementation of IFS is complete. Now there are plans to implement an additional billing system integrated with IFS.

Due to the rapid developments in the cable TV sector, the quality of networks need to be continually modernized to meet market demands, especially in new services. Apart from the so-called triple play area (TV, telephony and Internet), Vectra is also very active in acquiring other, smaller providers of network and Internet services. Each acquisition requires change management capabilities – and Vectra feels well equipped to do so with IFS.

During implementation, the Vectra Group had been not ready to consolidate all its companies. Now, however, Vectra is close to finalizing the implementation of IFS functionality that will support Group consolidation and financial reporting. Professional analysts, Piotr Majewski and Teresa Józefczyk, hired by Vectra Group, are supervising this process.

In 2008 IFS conducted the following audits in Vectra: the financial accounting audit and an audit from a logistics and project perspective. Based on these, areas were identified where operations could be further enhanced by utilizing IFS. Thanks to suggestions from IFS consultants, Vectra streamlined the operations in the system, increasing the ergonomics and quality of the work of the users.

“Our cooperation with IFS is going well. The solution works as well as we had expected. We are still working to use its wide functionality in the most optimal way.”

Sławomir Topczewski, CIO at Vectra

Find out more

Further information contact your local IFS office or visit our web site, ifs.com

