

# A Strategic Partnership for Growth, Innovation, and Market Leadership



## ➤ Case Study: 4PS and Exsion 365

In this case study, we spoke with Arnold van der Werf, License Specialist at 4PS, a Dutch software company renowned globally for its ERP solutions tailored to the construction sector. With hundreds of construction companies as clients and as part of the internationally operating Hilti Group, 4PS is a key player in the market.



*Arnold van der Werf*  
*License Specialist at 4PS*

## ➤ The Unique Position of 4PS

What sets 4PS apart is its dual role as both a user and reseller of Exsion 365, a powerful add-on for Microsoft Dynamics 365 Business Central, offering real-time reporting and analytics. This partnership has been a catalyst for growth and innovation for both companies. Arnold van der Werf and Thomas Werkhoven, Director of Exsion 365, share how their collaboration has not only boosted efficiency for their clients but also fueled their shared ambition for global expansion.

## ➤ Challenges in the Construction Sector: Efficiency and Insight are Key

The construction industry faces unique challenges: fragmented data, complex projects, and the need for accurate reporting. Arnold explains: “In construction, instant access to financial project data is crucial. Without real-time insights, companies risk costly mistakes.”

Thomas adds: “In times of rapid market changes, such as the turbulent period between February and May 2022, construction companies need reliable reports and fast analyses to make decisions. The integration of Exsion 365 with Business Central helps businesses quickly understand their financial risks and performance.”

## ➤ The Added Value of Exsion 365 for 4PS and Their Clients

4PS developed 4PS Construct, an ERP solution built on Microsoft Dynamics 365 Business Central, which forms the backbone of their offering for the construction sector. However, they saw the need to enhance their reporting capabilities, leading to their partnership with Exsion 365. Arnold states: “Exsion 365 has become an essential tool for helping our clients quickly extract and analyze data without complicated processes. Users can even continue working in the familiar Excel-like environment. It allows us to make data from multiple tables readily available in Excel, supporting flexible reporting on an international scale.” One of the biggest advantages of Exsion 365 is its seamless transition from on-premises to the cloud for 4PS clients. Arnold explains: “With Exsion 365,



## ➤ The Added Value of Exsion 365 for 4PS and Their Clients

we were able to migrate clients' reports swiftly and seamlessly to Business Central's cloud environment. This transition boosted efficiency and allowed clients to adapt quickly to changing market conditions."

## ➤ Collaboration as a Foundation for Global Growth and Innovation

The strength of the partnership between Exsion 365 and 4PS lies not only in technical advantages but also in their shared ambition for growth. With advanced reporting capabilities and a robust ERP solution, both companies are well-positioned for international expansion. Arnold emphasizes: "We're able to deliver the same high-quality reporting worldwide, no matter where our clients are. This opens doors to new markets and strengthens our position further." Thomas shares this vision: "The number of international companies approaching us without fully knowing our joint solution is impressive. Reporting and data management challenges are universal, providing us with significant growth opportunities in the global market."

## ➤ The Future: Innovation and Adaptability

Looking ahead, 4PS and Exsion 365 are focused on continuous innovation. Arnold explains: "The construction industry is evolving rapidly, and the demand for efficient, flexible solutions continues to grow. Through our partnership with Exsion 365, we remain at the forefront of offering solutions that meet our clients' ever-changing needs. There is great confidence in our partnership and products, and together, we're investing in further product development to support our clients worldwide."

## ➤ About 4PS

4PS is a leading Dutch software company specializing in ERP solutions for the construction, infrastructure, and installation sectors. Their cloud-based platform, 4PS Construct, built on Microsoft Dynamics 365 Business Central, helps businesses optimize project management, finance, planning, and service processes. With hundreds of clients in the construction industry and as part of the Hilti Group, 4PS is committed to driving digital transformation and improving efficiency. For more information, visit [4PS.nl](https://4PS.nl).

