



***We look for before all a global solution which offers many functionalities and real possibilities for cost accounting...***

***Guy Lenaerts,  
Responsible of Accountancies, Cleaning Masters***



*Cleaning Masters S.A. was founded end 1988 by Mr. Paul De Schutter as a family company of cleaning, with its registered office in Antwerpen. The fast growth of Cleaning Masters was the result, of the very long experience of Mr. Paul De Schutter in this field and the high quality of his/her collaborators.*

*To that date, Cleaning Masters became one of the leaders of the market in Belgium with several seats of exploration in Antwerpen, Brussels, Liege, Roelers but also in Luxembourg. Cleaning Masters cares a figure of business of more than 45M€ and employs 1.800 persons.*

*The marked will to move effectively in the new European market, the company Cleaning Masters became member of "Service Management International" who is composed of various European companies and who carries out a sales turnover of 1,8 billion euros and counts more than 750.000 collaborators.*

***Mr. Lenaerts explains us the reason to choose HI-System.***

***Which were the required objectives when you decided to change your accounting package?***

Before the arrival of the year 2000, we used a software with which we regularly had differences between the analytical Sales turnovers and the countable Sales turnovers. At this time, our problem was not taken into account by the team of developers which maintained this software. I thus naturally started to be interested in others software's in the market. I was invited to a presentation of HI-Account at the time of a "Breakfast Meeting". This demonstration had very quickly challenged me.

***Why did you choose HI-Account?***

We sought before for a whole total solution which offers many functionalities and real possibilities concerning the cost accounting. At Cleaning Masters, the analytical sites goes very far. We have more than 1.000 active cleaning sites and the concept of the "Analytical Period" is very important. As an example; the wages represent the greatest cost for a cleaning site, when it has a correction there on those, it is important that this correction is referred at the good period.

From where concept of "Analytical period" who can be different from the "Accountant period". This functionality did not exist at the beginning but the team of development as developed at our request.

***How was held the implementation of HI-Account?***

The implementation was very fast. HI-Account - by its facilities - does not require necessarily great concepts of accountancy.

In spite of the many possibilities that the software offers, people did not need much formation because considerable functions are developed with an approach based on the "Common Sense".

***How do you evaluate the results compared to your expectations?***

We are very satisfied. HI-Account is a product which still moves on our premises. When we see a possibility of improving the software, we discusses it with the Management & Services team which transmits our desires to the development team. We feel a real will to meet our needs - sometimes specific -.

*Currently, Cleaning Masters also works with a module of HI-Distribution for the Clients invoicing.*

