



Schiphol, February 2014

Client: NAYAK Aircraft Services

For years the name NAYAK have stood for competence and experience in the aeronautics industry. They have made NAYAK into Europe's largest provider of airline-independent maintenance. The collaboration with nearly all the great airlines in Europe underscores our relevance in the market, demonstrates steady growth, and proves that our business concept works.

[Located in:](#)

Germany, France, Italy, Poland, Sweden, Finland, Norway, Helsinki, Africa, Spain, Russia, Austria and the Netherlands

[Who are you?](#)

Pim van Berkel, Finance Director at NAYAK Aircraft Services and Group controller

[How did you get in touch with S-DNA?](#)

"I heard from my business acquaintances and financial network about S-DNA. Their Accounts Payable analysis is one of the best software products in the market. Furthermore, they deliver you not only the cash you are entitled to, but also a pretty nice report with great insights about your processes and your company. That was the reason I've contacted the owner of S-DNA, Marcel Groenewegen."

[What is your overall impression of S-DNA?](#)

"Initially, the department was very skeptical that we could achieve the savings S-DNA projected, but I was certain to find something. Where people work, people make errors. And that is fine. To recover from your errors, to find out why they happened and to prevent making them again the next year, is the best result a Finance & Control department can have. The analysis goes much deeper than a normal Financial Audit. This S-DNA audit is far more interesting and useful for internal usage as well. "

"S-DNA managed to surprise us with unexpected earnings and savings without any hassle. I see it as an extra department we have added to our company. The professionals and systems developed by S-DNA are a valuable asset for any company. The specialists from S-DNA know the ins-and outs of the administration."

[What are the benefits for NAYAK?](#)

"We increased our cash flow through the recovery of double supplier billings, double payments and VAT refunds."

[How much time did it take to achieve these results?](#)

"The export of the information out of our accounting system took a few hours. During the time of the recovery process we had (bi) weekly meeting which resulted in a total of about 3 to 5 hours."

[Do you have any knowledge obtained from the analysis?](#)

"The improvement of the quality and professionalism of the administration provides a good basis for further international growth of our business."

[How did experience your employees the collaboration?](#)

"Our staff noticed not much during the analyses. Thanks to the online information system of S-DNA it was easy for one of our employees to have all the information needed to confirm the results. It took him in the end a few hours to evaluate all the files. This helped my staff gaining the knowledge needed to prevent lost profits in the future."

[Do you have any final comments or suggestions for improvement?](#)

"I recommend S-DNA to other organizations because their solution ensures a high quality of data analysis and new insights for the administration and procurement department. I noticed that they not only look at the broad outlines or low hanging fruit, but invest time and provide the extensive effort to ensure the quality of their analysis and maximum outcome possible."