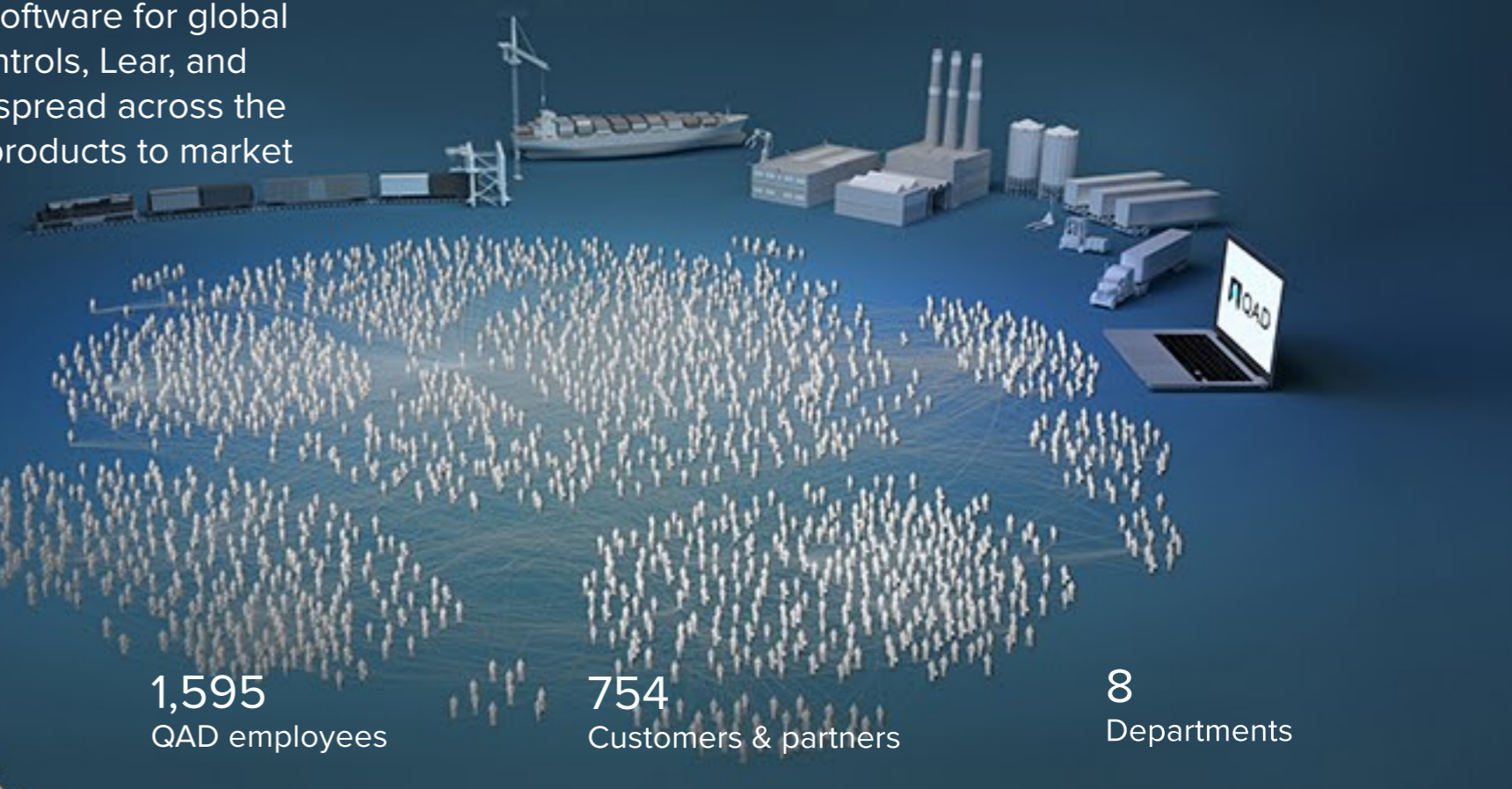




# Coordinate Enterprise Operations

9 Continents. 100 Countries. One tool.

QAD is a leading provider of enterprise resource planning software for global manufacturing companies, with customers like Johnson Controls, Lear, and Speedline Technologies. Their nearly 1,600 employees are spread across the globe and use Smartsheet to increase transparency, bring products to market faster, and foster a culture of empowerment.



1,595 QAD employees

754 Customers & partners

8 Departments



Keith Roberts, Enterprise Architect  
Karsten Kleinpeter, Director of IT Business Ops  
Michelle Crawford, Finance Administrator  
Scott Lawson, Director of IT Architects (not pictured)

1,595 Employees

*"Today, all departments at QAD including human resources, finance, sales, and services are using Smartsheet for project and portfolio management. Smartsheet is one of a few approved enterprise-wide applications at QAD including Google Apps and Workday."*

Scott Lawson  
Director of IT Architecture

## Enterprise-Wide Operating Goals

### Better Business Decisions

The leadership team wanted to be better dialed in to team activities. This meant managing all projects into one central location, with a tool that was simple enough for people who weren't necessary project managers.

### Flexible Work Management

The solution had to work for every department and project size. It needed to manage complex systems migration projects, coordinate marketing activities for a product launch, or track thousands of financial reporting activities.

### Connect to Existing IT Architecture

The solution needed to be easily integrated with other platforms and systems. It also needed to be cloud-based to resolve issues around software updates and oversight.

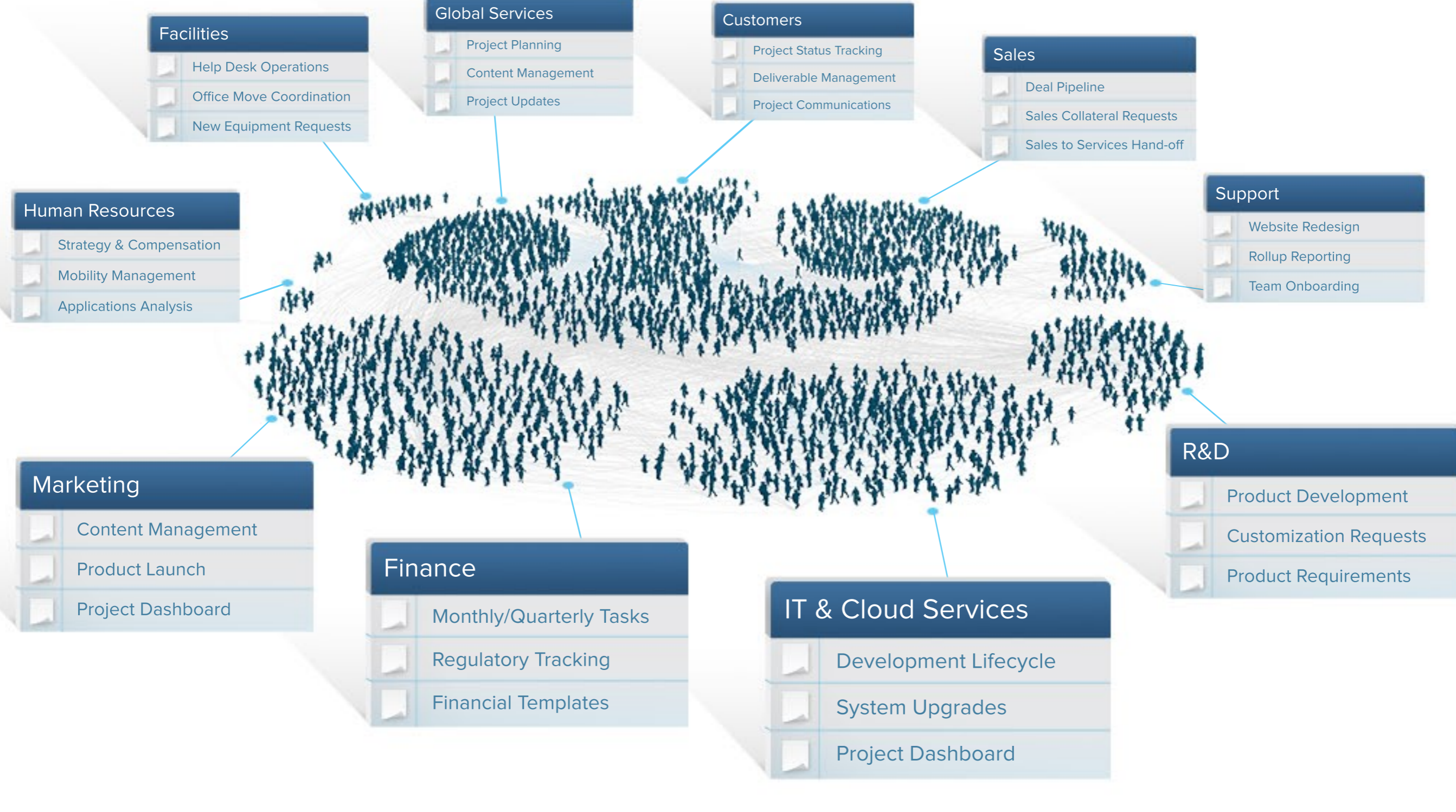
*"QAD departments were using Microsoft Project and were frustrated because of how complex it was. It was easy to slip a date or over-allocate a resource unintentionally. People ended up keeping track of their task lists in Excel, Google Sheets, or even pieces of paper."*

Scott Lawson,  
Director of IT Architecture

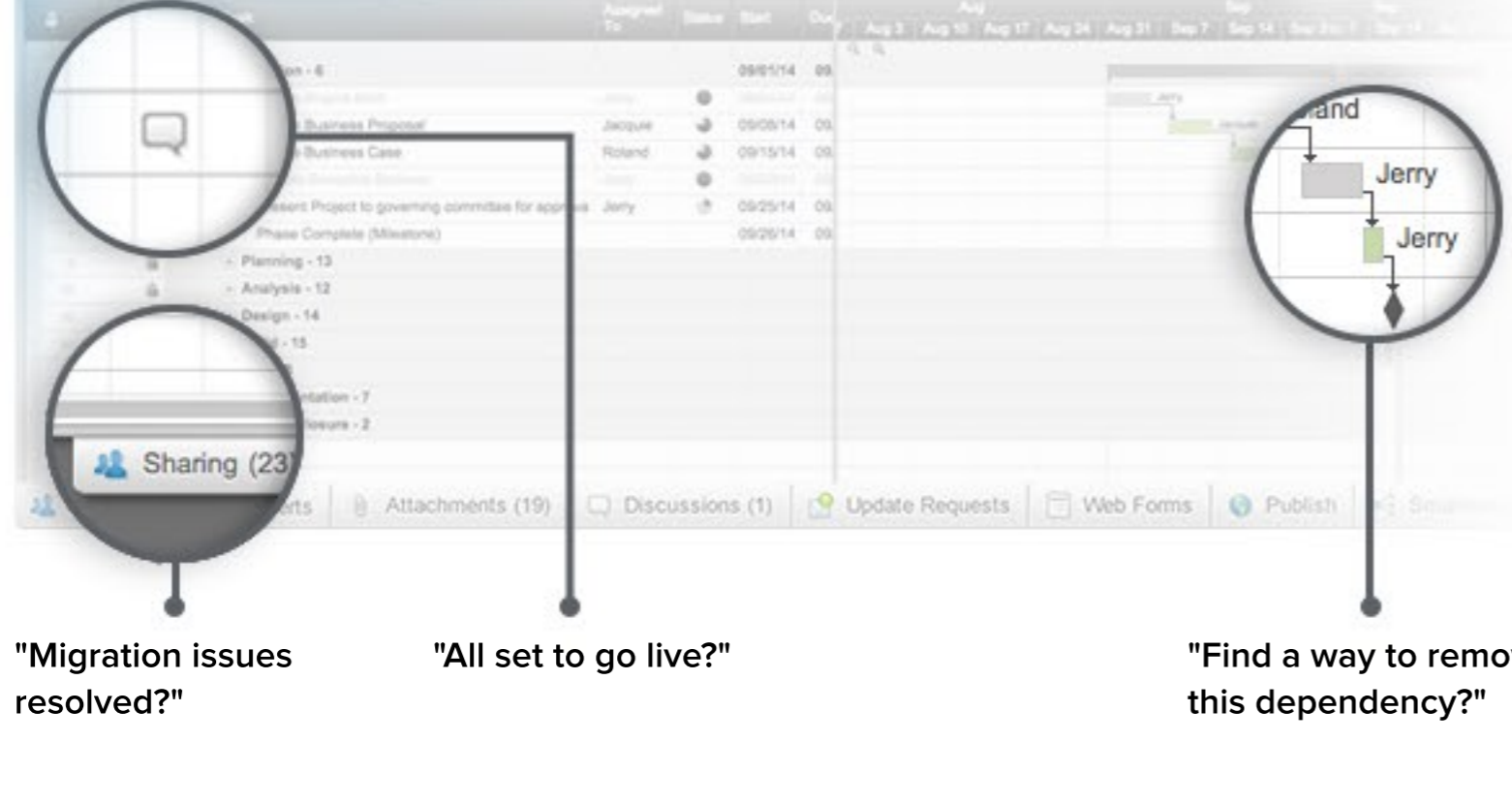
## One Tool, Many Solutions

*"Smartsheet gives the management team complete visibility into our department's activities. Instead of chasing email or phone call updates, we can go into Smartsheet for immediate project status. It helps us make better decisions."*

Keith Roberts,  
Enterprise Architect



## Solutions Through Smartsheet



### Streamlined IT Operations

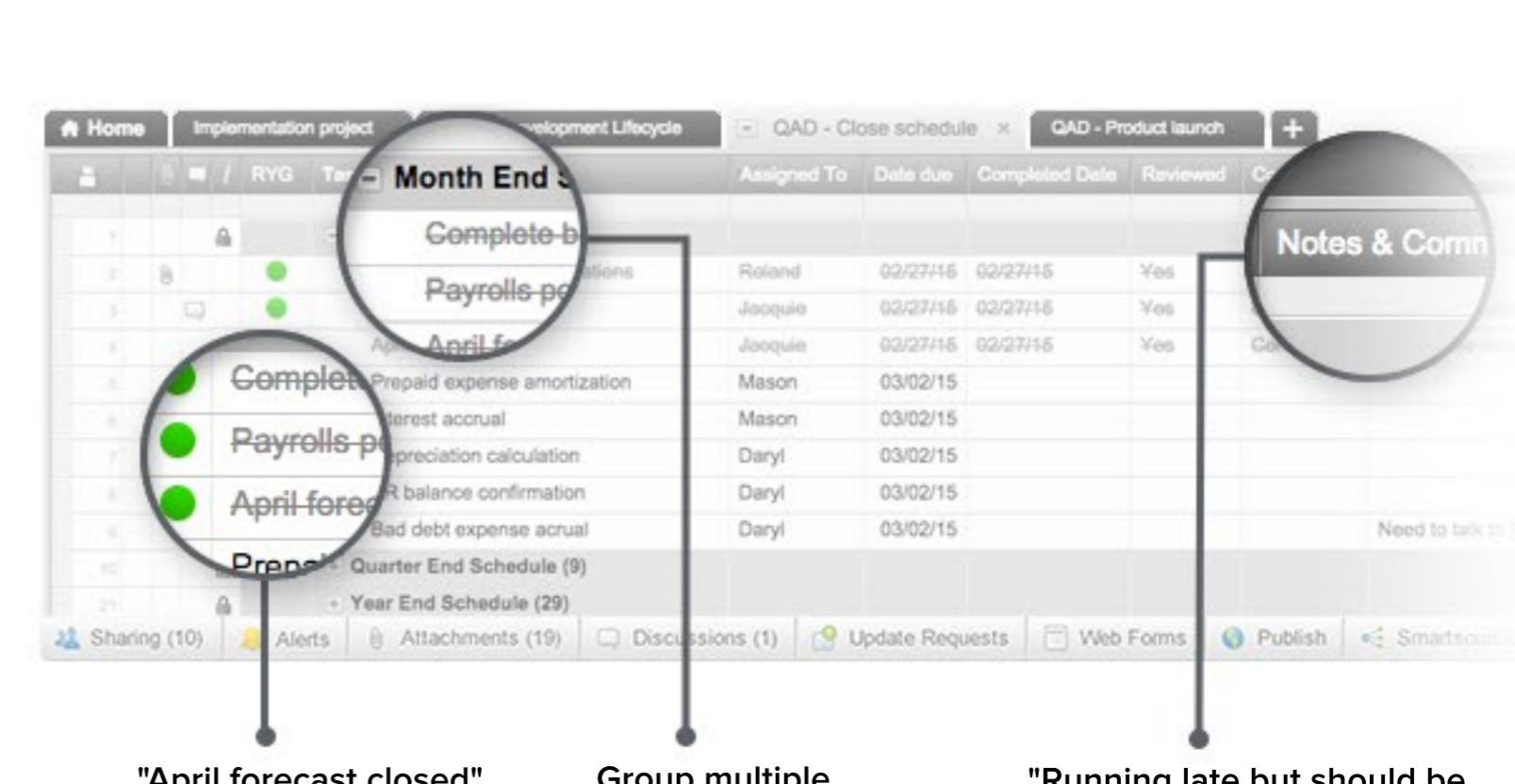
- Track application development lifecycle
- Coordinate system upgrades and global rollouts
- View the dashboard for real-time status

[View Smartsheet Templates](#)

### Efficient Financial Task Management

- Find templates for difference finance teams
- Track financial tasks for monthly, quarterly and annual close
- View real-time status of regulatory activities

[View Smartsheet Templates](#)



### Streamline Marketing Operations

- Store deliverables and track status in one place
- Communicate through Smartsheet rather than email
- Automate alerts for deliverables ready for handoff

[View Smartsheet Templates](#)

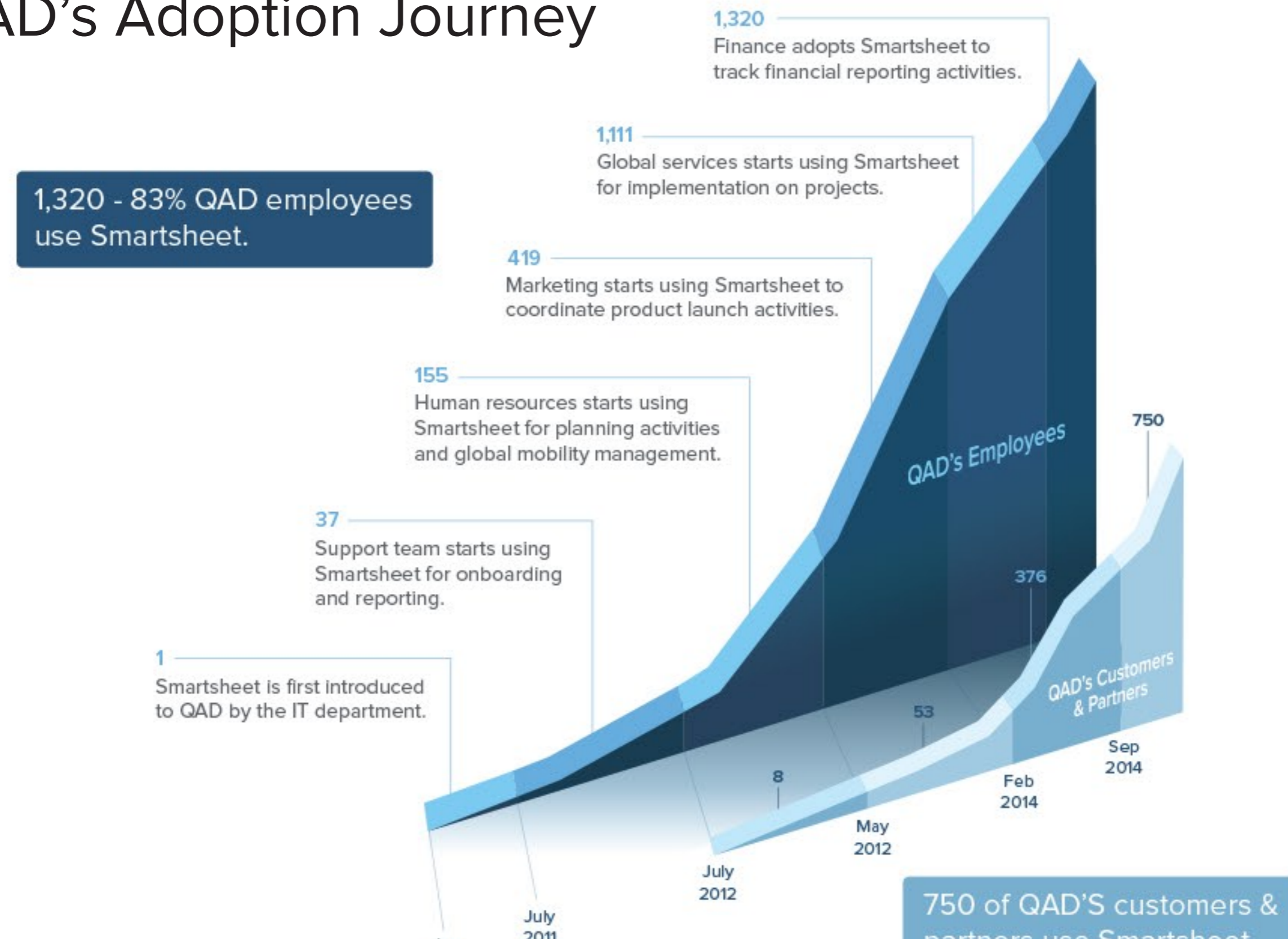
## Successful Implementation Projects

- Share project plan and status with customers
- Automate notifications when critical status changes
- Keep shared project information in one place

[View Smartsheet Templates](#)

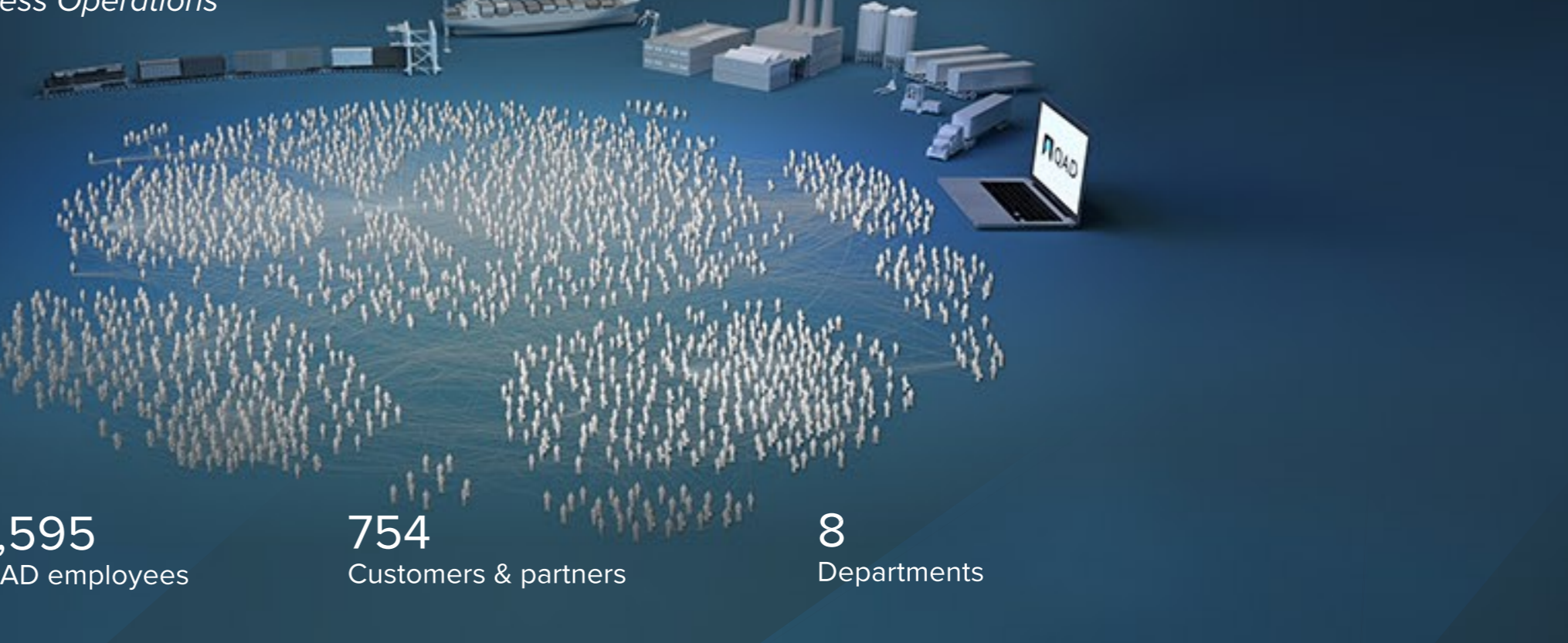


## QAD's Adoption Journey



*"Introducing Smartsheet meant we could remove MS Project for all but a couple power users. We work smarter and saved \$40,000 - \$50,000 in MS Project licensing fees alone."*

Karsten Kleinpeter,  
Director of IT Business Operations



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## How QAD Uses Smartsheet

IT Operations	Finance Operations	Marketing
24 Initiatives planned	1041 Month-end tasks tracked	24 Marketing activities coordinated
43 IT projects actively managed	1529 Quarter-end tasks tracked	43 Deliverables completed
119 IT projects completed	132 Team members using Smartsheet	