

# Vitec Sweden

## Vitec Construction & Real Estate

Swedish software business Vitec offers a comprehensive enterprise planning system customized for the construction and real estate industries. The system handles processes such as leasing, sales, customer care, finance, technical management and the monitoring of energy consumption.

## Palette for AP Automation

For streamlining accounts payable, Vitec offers Palette's solution for the automated management of supplier invoices.

## The Partnership

The ERP Vitec Ekonomi/3L and Palette's solution both have many features that are used by both construction and real estate businesses.

“ Thanks to integrated functionality and a user-friendly interface, our customers experience significant productivity gains in the AP process. Palette's solution is easy to integrate to our ERP and it increases the value of our offering as well as the customer experience.

**Fredrik Strandh**

Sales Manager Construction & Real Estate at Vitec, Sweden



Through Vitec's own integration to Palette, data is transferred between the systems in real time. The integration is used by hundreds of companies and is continuously maintained and updated.

Offering a niche solution for AP Automation combined with a standardized ERP integration has been very successful.

### Simplify for the Finance team

Fredrik Strandh is Sales Manager for Vitec Construction & Real Estate: "Thanks to integrated functionality and a user-friendly interface, our customers experience significant productivity gains in the accounts payable process. Palette's solution is easy to integrate to our ERP and it increases the value of our offering, as well as the customer experience."

### About Vitec

Vitec was founded in 1985 and the first product was a software that helped real estate companies monitor energy consumption. Today, Vitec is the Nordic market leader in Vertical Market Software, focusing on the development and delivery of standardized software aimed at niche markets such as pharmacies, banks, car repair shops, real estate, health care and education. Vitec delivers these services with a socially supportive product and knowledgeable employees.

[www.vitecsoftware.com](http://www.vitecsoftware.com)

 I am confident in recommending Palette's AP Automation solution when so many of our existing customers are satisfied.

**Åsa Rosén**

Account Manager at Vitec Construction & Real Estate



Åsa Rosén, Account Manager at Vitec Construction & Real Estate, has many years of experience introducing Palette to new customers. She explains:

“Many of our new ERP customers get a ‘wow-experience’ when I show them the invoice processing in Palette. They often find several features and functions that they missed in their old AP solution, that really simplifies the work within the finance function of a construction or real estate company.

#### Åsa continues:

“The system can handle many coding variables as well as manage several business units in a smooth way. Another feature that is useful is the VAT management that includes lump sum VAT, reverse tax obligation and tax deductible VAT.”

#### Knowledge sharing

“When Palette’s solution was new to me I received support from Palette’s competent sales team to demonstrate the system to new customers. Today I can introduce the system on my own and I find it very user-friendly”, says Åsa.

#### A dedicated person for sales support

“If I need help with a request I always get a quick response and support from Palette. At Vitec we have a dedicated contact from Palette’s sales team who is always there to respond to my questions”, concludes Åsa Rosén.

” It’s a privilege to work with such a competent and committed partner. The employees at Vitec Construction & Real Estate are very knowledgeable and they have a deep understanding of what their customers need.

**Melina Malm-Granander**  
Territory Account Manager at  
Palette Software



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