



A pioneer in professional skin care for more than 20 years, Dermalogica is always on the look-out for technology that can make life easier for its people. With some 150 consultants and educators in the UK – around half of them mobile workers – Dermalogica is a keen user of rekoop's solution.

“We liked the company and the people,” explains Jenni Mansell, Finance Officer at Dermalogica. “They're innovative, like us. We're at the forefront of our industry, and they are in theirs. They've got forward-looking technology, great services, and the right pricing.”

Dermalogica fields a mix of new business consultants, business development consultants and product educators who spend quality time with customers across the country. The company's product portfolio has deep roots in professional skin care education, and teaching up-and-coming therapists remains a key activity.

Managing expenses with rekoop reduces administrative effort in the company while driving up the accuracy of the process. Jenni was impressed with the work rekoop did to ensure that rekoop would integrate seamlessly with Dermalogica's existing accounting and banking systems.

## Smoothing the business flow at Dermalogica

“rekoop worked with us for six to eight months to iron out the idiosyncrasies with our systems,” says Jenni. “We're proud that our systems are 100% accurate, so all the feeds have to have the right attributes and formats going in. They worked with us to resolve the issues.”

Jenni notes that every new release of the system has made it better, but believes that the sign of the system's success is its acceptance in the business. Using rekoop to capture and submit expenses is second-nature to Dermalogica people – many of whom have never experienced the time-consuming and error-prone alternatives that organisations were forced to use in the past.

From the finance team's point of view, rekoop is a clear blessing. Expenses are captured as they are incurred, combined with the company's other financial data, subjected to approval and then paid – all without any re-keying of data. For a low-cost, error-free way of smoothing the business flow, it's hard to beat.

“We push the boundaries of our business all the time, and we do that with IT too,” says Jenni. “We don't sit still for very long – and we need IT that can keep up.”