

"With smartpm solutions, List saves €450,000 per year and per project. There's no need to discuss the ROI (Return on Investment) anymore."

Arbi Araks - LIST GC
Director for Controlling & Finance

CASE STUDY



Three in One: Efficient Project and Program Performance Management, Precise Project Calculation, and Integrated Financial Planning Set New Standards at List GC.

Everything in one streamlined system: data reliability and scenario thinking play an especially important role for project-driven List GC. The integrated planning solution implemented by smartpm.solutions saves the company at least 2.5 full-time equivalents (FTE) – the team now focuses on developing measures and recommendations instead of preparing data in Excel.

List General Contractor is an Austrian family business specializing in custom, luxurious interior design for both water- and land-based applications. For over 70 years, List GC has combined modern project management with superior craftsmanship to furnish exclusive motor and sailing yachts, as well as private apartments and residences.

Key Facts about the Company

Founded:	1950
Employees:	330
Revenue:	75 Mio.€
Headquarter:	Bad Erlach, AT

INITIAL SITUATION at List

- ▶ The data landscape at List GC was dominated by Excel – from project monitoring to budgeting and scheduling. The company experienced continuous growth, and its project control solutions, programmed in VBA, quickly reached their limits with 800–900 lines of code.
- ▶ Neither reliability nor flexibility was ensured. Formulas could no longer be traced or verified, resulting in significant data inconsistencies. Additionally, the massive workload placed a heavy burden on employees. Instead of spending their time dealing with formulas and calculations, they should have been focusing on actionable insights, measures, and recommendations.



PROJECT GOALS

"Actually, we just wanted a project controlling tool but then decided to go for an evaluative, flexible tool. In a short time, we implemented project calculation and integrated financial planning."

Arbi Araks - Director for Controlling & Finance, LIST GC

- ▶ Overall integrated, streamlined project chain from (offer/project) calculation via project management to integrated financial planning.
- ▶ Lean system with one-time maintenance of master data and presentation of project transparency.
- ▶ Access to a single point of truth for all employees from anywhere, without location restrictions, with real-time data.
- ▶ Simple and transparent scenario planning, increasing data accuracy, reliability, and acceptance.
- ▶ Enabling fast decisions, replacing Excel – no more manual data imports, exports, or transfers.

PROJECT IMPLEMENTATION

- ▶ Integrated financial planning, project and program performance management, and project calculation – all streams interconnected.
- ▶ Decision made to implement an integrated controlling system.
- ▶ Shortlisted from 15 providers to 8, ultimately selecting 5 use cases and an evaluation matrix.
- ▶ Decision to choose smartpm.solutions as the provider.
- ▶ Implementation started – automation of all source system connections (proAlpha, Sage), simultaneous implementation of three streams: project calculation, multi-project performance management, and integrated financial planning. Customer-specific solutions developed for project calculation and extensive role/access concepts.
- ▶ All sub-areas implemented within 5 months, with List employees independently using the system.

"The processes are simpler, quality has improved significantly, and employees focus on core tasks."

In one year, we see a company-wide time saving of at least 2.5 FTE.

Expressed in numbers: smartpm saves List GC €450,000 per year per project. ROI (Return on Investment) is no longer a question for us."

Arbi Araks - Director for Controlling & Finance, LIST GC

"We needed detailed solutions in areas such as project calculation, project performance management, and integrated financial planning.

We also wanted to keep the system simple with one-time master data maintenance. The collaboration with smartpm made this possible, ensuring an elegant balance.

In the end, we solved our biggest challenge – calculating half-year and annual results with cross-year project data."

Arbi Araks - Director for Controlling & Finance, LIST GC

list
EXQUISITE INTERIOR

SUMMARY & LEARNINGS

"What we've strongly noticed is the shift in focus during discussions. It's no longer about debating formulas, but rather actionable recommendations and measures that can be implemented immediately.

We can now generate predictive reports, and employees keep data current, meaning the management can make safer decisions."

Arbi Araks - Director for Controlling & Finance, LIST GC

- ▶ Increased efficiency in project performance management.
- ▶ Reduction/elimination of planning errors.
- ▶ Employees keep data up-to-date, enabling management to make more reliable decisions.
- ▶ Positive shift in the company's mindset towards scenario planning.

"We can now quickly create reliable scenarios in-house. Employees think in terms of scenarios, and the data is accessible in real-time from anywhere. This leads to high acceptance and credibility."

Arbi Araks - Director for Controlling & Finance, LIST GC

What's Next for List GC?

Increased focus on identifying future market demands early on.

Artificial Intelligence as a key topic to monitor closely.



All relevant information about Efficient Integrated Financial Planning can be found in the new IFP Factsheet.

IFP Factsheet for Download:



Our experts are happy to offer a free, non-binding consultation session.

Schedule an Expert Meeting



Expert talk with our specialists

< 2026 >

MO.	DI.	MI.	DO.	FR.	SA.	SO.
27	28	29	30	31	1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
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24	25	26	27	28	29	30
1	2	3	4	5	6	7

Book appointment

<https://smartpm.solutions/request-live-demo>

The Specialists for Integrated Planning



What we Offer Our Customers

Modern technology for integrated planning, analysis, budgeting, forecasting, reporting, and consolidation, combined with business-oriented consulting and excellent service.

25 years of Business Expertise

"Our experienced consulting team not only adapts planning solutions to the company's requirements but also assists in establishing smart workflows and optimizing processes."

Our advantage: Extensive know-how and proven solutions based on over 25 years of market experience."

Alexander Hein, CEO smartpm.solutions

What Customers Say About Us

"The consultants from smartpm.solutions played a significant role in enabling Hamburg Airport to implement a system-driven solution for project controlling. This saves the airport one million euros per year and takes our systems to a new professional level."

Julian Jirsak, Head of Project and Program Performance Management, Hamburg Airport



Business Expertise Included

smartpm planning solutions embed knowledge from hundreds of projects and 25 years of project experience. Whether you're planning for entire departments or cross-departmental structures, you'll receive reliable support from experienced business and technical consultants – before, during, and after the project.



smartpm – More Than Software

As a market-leading technology provider, smartpm specializes in integrated planning. The optimal combination of software and business planning expertise. smartpm solutions are available for: **IBM, Jedox, Microsoft Power BI, and SAP.**



High Customer Satisfaction

Top Customer Ratings:

4,9/5 ★ Project Satisfaction

6,8/7 ★ Support Satisfaction



Support That Convinces

Ensure first-class support and guaranteed reaction times for uninterrupted operation of your controlling solution.

Learn more about SLAs: ↓

<https://smartpm.solutions/service-level-agreement>

Consultation Service: Expert Meeting



Do you prefer specific market-leading controlling technologies? No problem, we analyze your specific use case and recommend the best-suited technology.

Schedule a consultation appointment:

<https://smartpm.solutions/request-live-demo>



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Expert Talk



We look forward to talking with you!

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