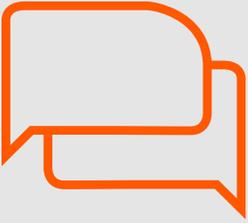




# No more spreadsheets: How Pattern Energy elevated its ERP system to add value and efficiency

Whether it's for energy security, environmental protection or a little bit of both, renewables like wind and solar are fast becoming the future. Pattern Energy – an independent renewable power company with facilities throughout the U.S., Canada and Japan – has tripled its portfolio over the past six years. But this growth has also brought new challenges on the ERP front. To support the complexity of this dynamic business, Pattern Energy needed to find new deployment methods to help it do more with less.

Avanade spoke with Paul Haberlein, Senior Director of Business Transformation at Pattern Energy. We asked him to discuss the rapid rise of the renewable energy industry and how Avanade is helping it scale its business to improve efficiency and growth.



**Avanade:** The renewable energy industry is rapidly growing and becoming more important as communities look for energy security. What are the challenges to staying competitive?

**Haberlein:** With energy in general, prices are going down, not up, so we must be conscious about controlling costs and becoming more and more efficient to compete. What that means is that we have to constantly find ways to do more with less.

Also, as a global company, we have a very remote user base and not everyone has access to our systems or even have high-speed internet connections. It's important for our people to be able to work remotely or offline, so we need reliable, fast access across the Pacific Ocean.

**Avanade:** How will your business transformation support business success at Pattern Energy?

**Haberlein:** We have new opportunities to grow into new lines of business, but we're still at the early stages of our digital transformation. This project was a foundational step that will allow us to continue to get more efficient and grow well into the future.

**Avanade:** How is this Microsoft Dynamics 365 solution preparing your business for the future of the renewable energy industry?

**Haberlein:** The solution is not just about preparing us for renewables, but also supporting us as a business. Our legacy ERP system was on-premise and difficult

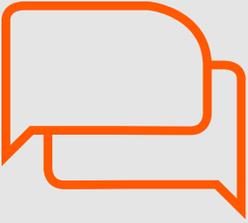
to access. It was created and implemented very quickly – in just a few months – when our company was first founded to give us a way to do basic accounting. Over the past eight years, we continued to customize it, making compromises as Pattern Energy grew from a small start-up to the company we are today. With a firmer grip on who we are and what we do, we no longer needed to bend the system to our needs. We were able to step back and build a system for the company we are today with an eye to the future.

Our Microsoft Dynamics 365 system is now web-based, giving us far more flexibility in working remotely, globally and on any device. The transformation was more than a technology upgrade; it helped us change how we work and create a platform for future improvements.

**Avanade:** Why did you reach out to Avanade to help with this upgrade?

**Haberlein:** After lots of research and deliberation, we chose to stick with Microsoft and go with Dynamics 365 for our new ERP system. We were then faced with selecting the best implementation partner for our journey. We talked to everybody that would take our call and ultimately relied heavily on energy industry referrals from similar companies. Their opinion was that if we were doing a large Dynamics 365 implementation, then Avanade would be our best partner due to their familiarity with the product, deep bench of technical knowledge and project management experience. We also saw it as an advantage that Avanade is partly owned by Microsoft.





**Avanade:** How does this new system benefit your employees?

**Haberlein:** Our goal for this project was to become more efficient. We wanted to get rid of spreadsheets and deliver more actionable information to our end users, so they don't have to spend their time transferring data to make reports. With this solution, our reports are automated, enabling our employees to focus their time on making decisions. I had one employee tell me that he didn't want to be a "spreadsheet monkey" that just copies and pastes data. People feel better when they can work on solving problems not just identifying them. At Pattern Energy, we want to elevate people's work to higher value add.

**Avanade:** As a change champion at Pattern Energy, what was the most rewarding part of this transformation experience?

**Haberlein:** Anytime you implement an ERP project, you understand that it never goes as planned. It'll probably cost more and take longer, just because it's a very complicated process that has huge implications for how the entire company accomplishes its mission. However, seeing our team come together even when we had to work incredibly long nights and weekends for many weeks straight gave me the will to keep going. Even when I was ready to delay the project, the team encouraged me to keep pushing ahead.

Also, working with Avanade was a true partnership. Every time there was a problem, we worked together to find creative solutions and then moved on to the next issue. Eventually, there weren't any more problems and we successfully went live.

## About Pattern Energy

Pattern Energy Group Inc. (Pattern Energy) is an independent power company listed on the Nasdaq Global Select Market and Toronto Stock Exchange. Pattern Energy has a portfolio of 24 renewable energy projects with an operating capacity of approximately 4 GW in the United States, Canada and Japan that use proven, best-in-class technology. Pattern Energy's wind and solar power facilities generate stable long-term cash flows in attractive markets and provide a solid foundation for the continued growth of the business. For more information, visit [www.patternenergy.com](http://www.patternenergy.com).



### About Avanade

Avanade is the leading provider of innovative digital and cloud services, business solutions and design-led experiences on the Microsoft ecosystem. With 36,000 professionals in 24 countries, we are the power behind the Accenture Microsoft Business Group, helping companies to engage customers, empower employees, optimize operations and transform products, leveraging the Microsoft platform. Majority owned by Accenture, Avanade was founded in 2000 by Accenture LLP and Microsoft Corporation. Learn more at [www.avanade.com](http://www.avanade.com)

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