



Passionate About Your Business Software Solutions

In the early 2000s **an engineer, a consultant** and **a software developer** met to discuss their plans for the future.

BY JULIE MUSHYNSKY PHOTOS LISA LANDRIE

Darrell McClarty, Derin Hildebrandt and Collin Dennison previously worked for similar organizations and found they were ready for something different. Despite each having their own future plans in mind, they all wanted the same thing, so why not open a business together?

Over one weekend in 2001, the three developed the idea for a software systems company, found office space, landed their first project and established ProjectLine Solutions in Saskatoon.

Starting out as a software development company that provided services to large industry, ProjectLine now employs roughly 20 staff and has expanded their products and services.

Today, ProjectLine specializes in the implementation and support of software systems that enable small to mid-size businesses to become more profitable. "Typically we come across two types of customers: new growing companies



TOP-BOTTOM Darrell McClarty, Derin Hildebrandt

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who cannot run on starter systems anymore and need to get to the next level. Secondly, established companies that use older systems that have become obstacles to continued growth,” says Derin.

For many of ProjectLine’s customers, the SAP® Business One application increases efficiency and saves them money. Noralta Technologies for example, hired ProjectLine Solutions to implement the SAP® Business One application. It not only simplified and sped up accounting processes and management reporting, it also saved them 20 per cent of the carrying costs of their inventory, which runs about \$2 million at any one time. “SAP® is the pioneer in business software. It is the most widely accepted business software company. Users are often ecstatic about what SAP® Business One can do for their business,” explains Derin. As a gold-level SAP® channel partner, ProjectLine is the firm to call for implementing and providing support for this software.

ProjectLine also provides cloud hosted solutions: on-demand delivery of IT resources via the internet or “cloud computing.” Rather than having to install SAP® Business One on each computer in your company, you can simply log in and access centrally maintained and



secure programs as if they were local. ProjectLine hosts all the IT resources and companies can access them for monthly fee. Cloud computing is typically more cost effective than installing hardware and software, and people worldwide can gain access from any device with an internet connection.

Staying true to its origins, ProjectLine still works in software development. “We take on a few unique projects each year that sharpen our skills,” says Derin. A recent example is the CommunityView Collaboration (www.communityview.ca) for the Saskatoon Health Region.

To learn how ProjectLine can help you grow your business, give them a call. “We have a diverse team at ProjectLine. We employ technical people, people with industry background and accountants. The breadth of experience allows us to be more effective and properly serve our customers. Let’s face it, sometimes an IT person isn’t enough; you need someone who understands business too,” explains Derin. BSK

L-R Claudia Larrivée, Darrell McClarty (sitting), Nickolas Raymond, Derin Hildebrandt (sitting), and Robert Peterson-Wakeman.