

Customer Case Study:

Carpedia International

Management Consulting firm increases project-centric visibility and revenue

Carpedia International helps organizations achieve improved operating performance by aligning execution with strategy and planning. As a company that focuses on delivering results, not just reports, it was time for Carpedia to find a solution to help improve its own internal processes. Carpedia moved from one single business unit to six separate operating units, but Quickbooks couldn't manage the intercompany relationships and wasn't giving the firm the robust project-based financials it needed to successfully run all six companies from a single solution. When looking for a new solution, Deltek was an early favorite because of the sophisticated financials, flexibility, multi-company/multi-currency functionality and process automation. Carpedia selected Deltek, a project-based solution designed specifically for professional services firms that could be customized to meet the needs of each internal company's business processes.

Company: Carpedia International

Industry: Business management and implementation consulting

Services: Asset utilization, business productivity, change management, lean management, supply chain optimization, working capital management, strategic sourcing • **Employees: 100**

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RESULTS NOT REPORTS

Carpedia International

Challenges

- Carpedia's new multi-company structure required a lot of manual effort.
- With limited information in its current solution, it was difficult to see the true total cost of projects.
- Data was siloed in spreadsheets and documents.
- With Quickbooks, Carpedia didn't have the details or flexibility to meet the needs of its growing firm.

Solution

- Carpedia needed a solution that was project-centric and could easily handle its new multi-company/multi-currency structure.
- With Deltek, Carpedia has the flexibility to set up separate companies with varying levels of complexity and can easily customize the solution for each company's specific needs.
- Carpedia can now quickly provide monthly reporting to executives.
- Project managers can now be held accountable for all project expenses and have the visibility to manage every transaction.

Benefits

- By managing direct expenses more consistently and increasing visibility, Carpedia moved from a 2-3% support revenue loss to a \$20,000 gain.
- With intercompany billing, Carpedia went from 20 hours of manual reconciliation to just one hour with automated intercompany billing.
- Now, employees are submitting expense reports monthly instead of submitting 12 months at a time with mobile expense reports.
- Carpedia was able to streamline many internal processes, including going from 500 account codes in the GL to just 220.



Revenue gains from expense management improvements



Hours saved on manual billing reconciliation

“Deltek gives us greater visibility into project costs, streamlined processes for billing and greater flexibility to give divisions of the company what they need to manage their business.”

— **Amy Champigny, Director, Finance**