



SOLUTION BRIEF

Customer Profile

AIT Group applies business improvement programs including Six Sigma, Lean, Supply Chain Management and Company Repositioning methodologies within the Fortune 500 manufacturing, distribution and service industries.

Business Situation

AIT was seeking a collaborative global solution to handle resource scheduling, automate project billings and eliminate manual processes, effectively applying Lean principles to their project management and project accounting processes.

Solution

- > ePartners Project Driven Organization (PDO) Solution Set:
 - Microsoft Dynamics SL Financial and Project Accounting system
 - Web-based Time and Expense with offline functionality
 - Project Resource Estimating and Planning (PREP)
 - Global Projects Suite (GPS)
 - Business Portal
- > MS Windows Server 2003
- > MS Internet Information Server
- > MS Terminal Server

Benefits

The system makes it very easy for managers to see what is happening in the business, and to make decisions with a high degree of confidence. The solution allows AIT Group to apply business improvement methodologies internally as they do for their clients, with the benefits resonating throughout the organization. AIT has increased revenues during the first year on the new system by 30%, while reducing the need for administrative staff by 1.5 FTEs and has captured \$800,000 in free cash flow during the process.

Industry

Management consulting

ePartners Success Story

The AIT Group Streamlines Global Management Consulting Practice with Project Driven Organization (PDO) Solution Set from ePartners



Advanced Integrated Technologies Group, Inc. (AIT Group) is headquartered in Tempe, Arizona with offices in California, Luxembourg, Mexico, Brazil and China. Established in 1998, AIT Group is a multi-disciplined, professional services firm that designs and implements business improvement programs including Six Sigma, Lean and Supply Chain methodologies into a single company-wide improvement initiative.

With a complex, high growth business, AIT Group needed a way to manage over 150 annual projects, track its worldwide customer base, and support international accounting requirements. Disparate project management and accounting systems were impacting employee productivity and therefore profitability. A comprehensive new system would have to schedule and budget global resources, to enable consultants to decrease manual processes and cumbersome spreadsheet analysis, freeing up billable resources to focus on increasing utilization and benchmarking skills. AIT Group also needed a multi-currency accounting package that could convert global currencies. The solution needed to bill a consultant's rate structure in a native foreign currency while reporting the transaction in US dollars. Lastly, the new system had to provide a robust and integrated project accounting capability to replace the use of Excel and the accounting software AIT determined it had outgrown.

ePartners Success Story

The AIT Group Streamlines Global Management Consulting Practice with Project Driven Organization (PDO) Solution Set from ePartners

Solution

AIT Group partnered with ePartners to provide initial assessment, make industry specific recommendations and handle systems design, implementation, project management and integration. AIT required a comprehensive Tier One solution at a Tier Two price that ePartners delivered through its vertical solution set for Project Driven Organizations. AIT Group selected Microsoft Dynamics SL to serve as the foundation for a comprehensive global application. Additional software applications including Microsoft-based, best of breed Time and Expense, Project Resource Scheduling / Estimating and a Global Projects Suite were included to round out the collaborative stack solution.

Business Benefits

AIT realized significant time savings by consolidating and scheduling financial data and statements, which allowed managers to make more timely business decisions. AIT reduced their invoicing cycle by seven days in the U.S. and 30 days in Europe through integrated time and expense software, which increased available cash and reduced lending needs to the tune of \$800,000 in free cash flow during the first year from system go-live. Improved resource utilization allowed for reduced staff and higher productivity, while improved project management resulted in more intelligent pricing decisions, better resource allocation, and an increase in billable hours. Additionally, streamlining manual processes has reduced the reliance on accounting manpower by one and one half full time employees (1.5 FTEs). In fact, the new system enabled the AIT Group to open a new office in Asia without increasing accounting headcount.

The system allows AIT to accurately bid jobs by predicting project hours and costs for a customer quote, including both fixed fee and time and expense projects in any currency. Once the customer approves the quote, AIT can track the project across resources, schedules, countries and currencies. Having the ability to view real-time projects from budget to actual reports is of the greatest value to the field personnel. AIT also uses their system to predict future resource utilization in order to better handle staffing schedules. By improving consulting management processes, AIT improves its resource utilization and gross margins.

Chris Scoggin, CFO of AIT Group said, "Most of our clients are Fortune 500 companies. When these large clients want us to do something, we're going to figure out how to do it. The great thing is that 90% of that logic and complexity is already being handled by the solution, so that we can fully meet our clients' needs and still stay a lean and efficient consulting organization. We now have a single source of truth."

Future Plans

AIT is considering CRM functionality, and will be extending the Business Portal so clients can view their projects in real-time via the web. They will also fine-tune the balance between their ability to capture large amounts of information, and intelligently using that information to grow their business. "ePartners did an excellent job of knowing what I wanted for our business," Scoggin added. "The system lets me focus on the things that provide value to the organization."



After more than a decade of arming its customers with a competitive advantage, ePartners has established itself as the largest global Microsoft Business Solutions consultancy in the world. From aligning their clients' business and IT strategies; to improving business processes; and deploying and supporting solutions that accelerate business results, no other Microsoft Business Solutions partner offers more comprehensive information technology solutions and services than ePartners. Last year alone more than 300 leading companies spanning 45 industries, turned to ePartners for strategic business solutions and consulting services. Visit epartnersolutions.com to view additional case studies

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