

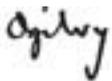
## Customer Case Study

# Ogilvy PR

## Specialized enterprise solutions enables Ogilvy PR to work smarter

*“Everything is tracked in one system and things are running smoothly. Revenue is being generated, invoices are being prepared and sent to clients, vendors are getting paid, and reporting is easy.”*

» Andrew Kochar, CFO  
at Ogilvy PR



Ogilvy Public Relations Worldwide

Ogilvy PR needed an enterprise solution to support multiple office locations and report numbers to the parent company and to employees. Deltek fulfilled all of Ogilvy PR's needs with its specialized enterprise solutions for PR companies.

### **A special challenge requires a special solution**

Ogilvy Public Relations Worldwide is one of the largest and most globally integrated PR firms in the world. To support its diverse and widespread workforce, Ogilvy PR needs a solution to be able to support multiple office locations and report numbers up to its parent company as well as down to its employees. Designed specifically for the PR industry, Deltek's enterprise solutions fulfill all of Ogilvy PR's needs and requires minimal customization.

### **Supporting growth and analyzing data**

In 2000 Ogilvy PR selected Deltek as its enterprise solutions provider of choice. Today Ogilvy PR continues to grow while keeping operational costs low by using Deltek Maconomy. With plenty of business expertise within the PR industry, Deltek helps Ogilvy PR streamline its financial processes, increase visibility across the organization and accurately track time spent on projects.

In September 2007 Ogilvy PR upgraded to Deltek Maconomy X+ , utilizing the latest features of the Deltek Maconomy system: The Business Intelligence solution Maconomy Analytix and a new user interface.

With Maconomy, account managers and creatives can track their project costs and project status in real-time. The improvement in visibility helps agency managers better understand their profit and loss areas and make appropriate adjustments. Period-close now takes half the amount of time it used to take. Finance teams can report key figures to Ogilvy PR's parent company, Ogilvy & Mather, without large data exports.

“Everything is tracked in one system and things are running smoothly. Revenue is being generated, invoices are being prepared and sent to clients, vendors are getting paid, and reporting is easy,” says CFO Andrew Kochar, Ogilvy PR.

### **Specialized PR solution makes the difference**

Ogilvy PR enjoys using an enterprise solution customized for the PR industry. “Deltek Maconomy is designed for the PR industry and that makes it so much easier to implement and use,” Kochar explains. “With Deltek Maconomy Analytix we have pre-developed reports that are easy to run and customize to our specifications.”

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In a company like Ogilvy PR, the ability to accurately track project costs affects more than just the client cost of the individual project. If costs are allocated correctly, it helps business development teams quote future business more accurately. It also allows project/client managers to offer a better client experience because they can build a project plan based on similar projects. And finally, agency managers can accurately evaluate client engagements, employee performance and overall agency performance.

**Latest mobile technologies capture time**

In early 2009 Ogilvy PR went live on Maconominder, a pop-up time sheet reminder that will help Ogilvy PR track time even more accurately. They will also go live on Mobile SpeedSheet for PDAs.

“One of the biggest challenges we have is tracking all the costs and hours that go along with each project as fast as possible. By giving our end users easy tools like Mobile SpeedSheet and Maconominder we can track individual project costs more accurately and give the Finance Teams access to real-time forecasts,” says Kochar.

“We have designed the Deltek Maconomy solutions specifically to give PR firms the information they need. This means they can maximize profitability through finance management, job costing, project management, business intelligence, and resource planning, all in a single integrated solution.

Organizations like Ogilvy PR understand that value and we are excited to enable them to be more profitable and continue their growth,” adds Steen Andersen, VP, Maconomy Sales & Consulting North America.

**Ogilvy PR is confident about the future**

Kochar is confident that his company has selected the right enterprise solution provider. “With Deltek and their outstanding team we look forward to many more years of continued growth with a software partner that understands our business and is always ready to help,” concludes Kochar.

Deltek (Nasdaq: PROJ) is the leading global provider of enterprise software and information solutions for professional services firms, government contractors, and government agencies. For decades, we have delivered actionable insight that empowers our customers to unlock their business potential. Over 14,000 organizations and 1.8 million users in approximately 80 countries around the world rely on Deltek to research and identify opportunities, win new business, optimize resources, streamline operations, and deliver more profitable projects. Deltek – Know more. Do more.®

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**About Ogilvy PR**

**Overview:** Ogilvy PR is a leading global marketing communications firm with offices in more than 60 cities around the world. In its 27th year, Ogilvy PR provides strategic PR counsel to a variety of clients across its consumer marketing, corporate, healthcare, technology, public affairs, social marketing and entertainment practices.

The agency also offers biotechnology and government affairs expertise through its subsidiaries Feinstein Kean Healthcare and Ogilvy Government Relations. Ogilvy PR is part of the WPP Group, one of the world’s largest communications services organizations.

[www.ogilvypr.com](http://www.ogilvypr.com)

**The Deltek Advantage**

**The key success factors for Ogilvy PR**

- Improve visibility and reporting across the organization
- Accurately track time and costs on projects
- Cut the time spent on period closings in half

**Solutions:** Deltek’s enterprise solution Maconomy, Deltek Maconomy Analytix, Deltek Maconomy Mobile Speedsheet