

Customer
Case Study

Optimization Technology

Deltek Vision® gives industrial construction, maintenance, engineering and systems integration firm the architecture to increase revenue and expand its reach

“Vision was the power behind our steady, massive growth as a company.”

» William Pollock,
President of Optimization
Technology



The challenge

Optimization needed a streamlined solution, fast. Years of using five separate external databases to track employees, projects and clients were taking a toll on both the company’s business processes and employee utilization. This combination of separate systems and applications also significantly increased the amount of time spent on maintenance and upkeep. Worst of all, Optimization still wasn’t getting the features or integration they needed to manage their data.

The solution

Optimization decided to replace their multiple databases with a single, fully integrated product offering project management, resource planning, financial and project accounting, customer relationship management, billing, timekeeping and employee expense. Long-time Optimization vendor Deltek had the solution – Deltek Vision.

The benefits

Vision’s efficient ease of use has enabled Optimization to decrease administrative and accounting staffing costs – at a savings of at least \$75,000 a year. Using Deltek Vision, Optimization was also able to transition employees and data from four new acquisitions in as little as three weeks. As CFO Kelly Burns recalled, “I know we would not have been able to do it using any other system but Vision.”

Finally, Vision’s Web-based architecture almost immediately eliminated complexities such as using offline applications for data recording and separately installing applications on each desktop. This created a smoother workflow within the company and made it easier for traveling or remote employees to access the most up-to-date project information. In addition, the single database architecture eliminated inefficiencies, such as daily database updates, for the firm’s multiple offices spanning two continents.

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About Optimization Technology, Inc.

Optimization Technology, Inc. is a leader in providing engineering, industrial construction, maintenance, automation and information systems for the process and manufacturing industries. Design disciplines include process and mechanical engineering, electrical and instrumentation engineering, factory floor software, systems integration and information technology services.

www.optimization.us

The challenge	The solution	The Deltek advantage
Optimization needed real-time Web access to its entire project lifecycle using a single database and a more efficient way to share information.	A fully integrated product offering project management, resource planning, financial and project accounting, customer relationship management, billing, timekeeping and employee expense – Deltek Vision.	<p>The key success factors for Optimization</p> <ul style="list-style-type: none"> • Increased accuracy of data and improved auditing process • Easy access and updates for remote or traveling employees • Lower staffing costs • Elimination of need for offline applications to record financial, employee, or project data <p>Solution: Deltek Vision</p>

Deltek (Nasdaq: PROJ) is the leading global provider of enterprise software and information solutions for professional services firms and government contractors. For decades, we have delivered actionable insight that empowers our customers to unlock their business potential. Over 15,000 organizations and 2 million users in over 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.® deltek.com