

SBTI



Leading management consulting firm consolidates CRM, accounting and more with Deltek Vision®

“By my estimates, before implementing Vision, we probably missed about \$130k of opportunity annually. Now I can say we captured all of that – that’s just part of the tremendous value Vision has added.”

Adam Weber,
Financial Manager
of SBTI

THE CHALLENGE

Since its inception in 1997, SBTI, a management consulting firm specializing in Six Sigma and Lean methodologies, with clients like Polaroid, Johnson & Johnson and OSRAM-Sylvania has enjoyed continued growth. Unfortunately, their fragmented accounting, expense and CRM systems were unable to keep up with the company’s rapid growth. System lock-ups and user lock-outs were common, as were astronomically large files. SBTI then set out to find a user-friendly consolidated solution that united the different systems, and increased overall efficiency.

THE SOLUTION

SBTI explored a number of options from various providers, but only Deltek Vision provided the seamless, cross-functional solution they sought. SBTI worked with Deltek Partner Central Consulting Group (CCG) to implement Vision for CRM, time and expense management, financial and project accounting, project management, mobile access, inventory, human resources and billing. And, SBTI expects to work with CCG to add even more modules and functions in the near future. Adam Weber, Financial Manager for SBTI enthusiastically credits CCG with the professional, hassle-free implementation of Deltek Vision. “Central Consulting Group has been a tremendous help to us from the beginning of our implementation. I couldn’t imagine doing this without them and the services they provided.”

THE DELTEK ADVANTAGE

Just over a year after the initial implementation, SBTI saw vast improvements in their administrative functions, specifically CRM and financial and project accounting. Vision’s multi-user transparency and automated functions have cut tasks that would take days down to hours. From opportunity and project tracking to generating reports, Vision has helped to exponentially increase SBTI’s efficiency and accuracy. In the words of Adam Weber, “...the hassles have been removed.”

SBTI AT A GLANCE

Company Name: Sigma Breakthrough Technologies, Inc.

Employees: 250

Business Summary: Sigma Breakthrough Technologies, Inc. provides management consulting to companies in order to optimize business performance by advancing them to best-in-class results in revenue growth, cost reduction, new product development and process improvement.

Industry: Consulting

Deltek Product: Deltek Vision

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Deltek (NASDAQ: PROJ) is the leading provider of enterprise applications software designed specifically for project-focused businesses. For more than two decades, our software applications have enabled organizations to automate mission-critical business processes around the engagement, execution and delivery of projects. More than 12,000 customers worldwide rely on Deltek to measure business results, optimize performance, streamline operations and win new business.

IMPLEMENTATION PARTNER



As a national Deltek Solution Provider, Central Consulting Group (CCG) stands out as a partner of choice for Deltek implementations. By using a combination of deep technical experience, a strong understanding of the professional services industry and a relentless focus on ensuring business value from technology investments, CCG successfully managed the SBTI implementation of Deltek Vision.

THE CHALLENGE	THE SOLUTION	THE DELTEK ADVANTAGE
A single-source, user-friendly solution to consolidate disparate CRM, financial, and administrative systems.	Adoption and gradual implementation of Deltek Vision, including CRM, accounting and project management.	<ul style="list-style-type: none">• Increased usability across all staff• Improved transparency and collaboration across systems• More efficient use of staff time• Increased profitability• Real-time, accurate tracking and reporting