

Baxter & Woodman, Inc.



“Vision already did so many of the things we were already looking for—and some things we didn’t know we needed.”

Charlene E Kaiser,
Department Manager
of Project Management
Resources

Deltek Vision® gives Engineering Consultancy a smarter view of its customer information

THE CHALLENGE

After using Deltek FMS for almost ten years, engineering consultancy Baxter & Woodman needed a more flexible, web-based solution that would help them integrate and manage their 28 functional customer information databases. Baxter & Woodman project managers wanted to simplify their numerous manual processes and compile all the project information in a usable, readily accessible format. “We needed a faster and easier way to get to our information,” said Diane Magnuson of the Project Management Resources team.

THE SOLUTION

Baxter & Woodman found that Deltek Vision provided many of the features and functions the firm needed in a data management system. Deltek Vision’s web-based solution provided them with easy anytime access, customized dashboards, greater ease in reporting procedures and a fully integrated CRM and proposals tool.

THE DELTEK ADVANTAGE

Vision has enabled Baxter & Woodman to easily access all of their financial, marketing and project planning information in one centralized place. Increased efficiency, better reporting procedures, greater visibility into their projects and more accurate information are all helping take Baxter & Woodman to the next level.

BAXTER & WOODMAN AT A GLANCE

Company Name: Baxter & Woodman, Inc.

Employees: 230

Business Summary: Baxter & Woodman, Inc. provides civil engineering and technology solutions that promote a sustainable future.

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.

THE CHALLENGE	THE SOLUTION	THE DELTEK ADVANTAGE
Baxter & Woodman needed a dynamic, flexible solution to efficiently integrate and access their customer information, spread across 28 databases.	Deltek Vision is a leading enterprise software solution designed for professional services firms to improve business performance, streamline operations, and win new business.	<ul style="list-style-type: none">• Accurate data through a single integrated database• Faster access to data• Increased staff utilization through resource planning• Improved cash flow through detailed time and expense capture• Customizable, user-specific or role-based Vision dashboards• Targeted, configurable reporting