

VSE Corporation



**“More flexibility.
Better reporting.
Wiser decisions.
Deltek
Performance
Management
gives us the
power to convey
data clearly and
quickly.”**

David Chivers,
Chief Information Officer,
VSE Corporations

Defense Contractor Implements Deltek Performance Management to Gain Actionable Insight into Business Performance

THE CHALLENGE

For over 50 years, VSE Corporation has created, sustained and improved the systems, equipment and processes for the U.S. Department of Defense (DoD) and other government agencies. True to its roots as a service-oriented value engineering firm, VSE has grown and evolved since the Eisenhower administration. Today, VSE is an 1,800-person strong DoD partner that maintains military vehicles and vessels around the world, and offers port modernization and civil engineering services.

While VSE evolved and adapted as an organization, change didn't come as easily for their performance management initiatives internally. VSE's legacy system was beginning to show its age and limitations, creating numerous obstacles to efficiency. A modern solution was needed not only to help the business run more smoothly, but also to meet the rigorous reporting demands of the DoD and other federal customers.

“Our old system just wasn't keeping up. There was so much we wanted to do data and reporting-wise that basically choked it,” said David Chivers, Chief Information Officer for VSE. “We all agreed it was time for a change.”

THE SOLUTION

VSE's 16 years of positive prior experience with Deltek (from Cobra and Cyber Recruiter to Costpoint) made Deltek Performance Management (DPM) a logical choice.

Designed specifically for project-driven enterprises and powered by industry-leading business intelligence technology from Cognos®, Deltek Performance Management provides customers with easy access to the information they need, when they need it, thereby enabling comprehensive and effective business decisions. An integrated, web-based software solution, DPM gives customers self-service, intelligent, out-of-the-box analytics for pervasive performance management. Combined with an intuitive, user-friendly dashboard interface, it provides a reliable approach to collaborative reporting at every level.

VSE has rolled out DPM in phases, beginning with validation of existing reports and an audit of the security configuration. Next, they determined how to get information to project leaders and customers through careful implementation of dashboards and scorecards that included key corporate and project data. The final phase of the implementation will include expansion into business analytics. “We want to see not only where we're going, but where we are and where we've been,” Chivers said.

Contact Deltek

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Deltek® (Nasdaq: PROJ) is the leading provider of enterprise applications software and solutions 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.

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VSE has now whittled down a list of 2,000 reports, many of which contain duplicate or overlapping information, to several hundred. Best of all, the charts, graphs, and other visual aids that are a standard part of DPM convey even more information to the user, greatly enhancing the user's ability to make business decisions.

THE BENEFIT

While the benefits of migrating from an outdated system are numerous, VSE has seen an immediate impact to their bottom line. "We had a military client choose us based on a presentation slide that included the dashboard and visually rich reports they'd get. They wanted that easily digestible project summary data, and we were the only ones in a position to provide it," Chivers reported. "Now that's ROI."

In addition to visible, understandable business intelligence for internal and external customers, DPM gives VSE a 50,000-foot snapshot of their projects in real-time, with the ability to drill down to as much detail as needed. This increased project visibility helps VSE deliver projects on-time and on-budget for their external customer.

Finally, by eliminating duplicate and parallel reports, as well as drawing from all available data to ensure accuracy, VSE has been able to increase efficiency and have the most current information at their fingertips. The amount of actionable data that VSE now has at their fingertips has been a huge help to the organization. Chivers concluded, "The information contained in DPM is the information we need to make good, sound business decisions. It's a perfect fit for our organization."

VSE AT A GLANCE

Company Name: VSE Corporation

Headquarters: Alexandria, VA

Primary Business: VSE is a broadly diversified defense contractor focused on creating, sustaining, and improving the systems, equipment, and processes of government (DoD) agencies.

URL: www.vsecorp.com

THE DELTEK ADVANTAGE

The implementation of Deltek Performance Management enabled VSE to:

- Communicate information quickly to project managers, senior management and customers
- Translate raw data into visually rich presentations
- Monitor performance against corporate targets
- Quickly and easily create customized, sophisticated reports
- Access real-time project data
- Consolidate or delete duplicate reports
- Win new business