CUSTOMER SPOTLIGHT: Context Architects

Proving ROI from Deployment of Project Information Management Software
We understand that achieving return on investment (ROI) from every software investment is critical for firms of all sizes. At Deltek we are committed to ensuring that our software delivers efficiencies and cost savings to every corner of your business so you can realise tangible results.

**Independent industry analyst Nucleus* reports:**
- Deltek customers typically reduced costs by a range of 20 to 24 percent with some customers experiencing greater savings.
- Deltek solutions enabled companies to increase staff productivity by eight to ten percent.
- Deltek customers achieve an increase in profitability of at least two percent and sometimes as great as 20 percent.

*Nucleus Research, Nov 2015

For every firm who has made the decision to review their internal infrastructure and purchase enterprise software to improve their project, information and financial management processes, deciding the key business metrics to measure and improve is critical. ROI can only be achieved when clear benchmarks are in place from the outset.

The following case study outlines the ROI achievement of one 70 employee architecture firm who have deployed Deltek Project Information Management. Please use this as inspiration to define your own critical metrics and path to measuring ROI.
Context Architects, New Zealand

Challenges Context Architects sought to overcome:

- Siloed information
- Unscalable processes
- Version control of designs and critical documentation
- Better team collaboration
- Financial efficiency to get invoices out the door to improve DSO

**Company:** Context Architects  »  **Headquarters:** Auckland, New Zealand

**Industry:** Technology  »  **Products & Services:** Architecture & Planning

**Employees:** 70  »  **Founded:** 2004

www.contextarchitects.com
ROI Study

Over the course of one year, Context Architects measured the following process improvements from their deployment of Deltek Project Information Management, and the associated time savings as a measure of ROI.

Total Savings = >700 days.

This formerly dead administration time is now being utilised in new ways to deliver greater value to the practice.

Finance Team Savings
- 1 day per month saved on print distributions = 12 days saved per year
- 15 mins per invoice (av. 80 per month) = 30 days saved per year
- 2 hours per day saved on data entry = 62.5 days saved per year
- Finance headcount remained at 3, despite 50% growth in other staff in 3 years

Project Management Savings
- 30 min per project set up
- 2 hours in Drawing Register creation = 53 days saved per year

Design Team Savings
- 5 mins per scan
- 30 min saved per day from using templates
- 40 mins saved per drawing register update (av. 30 issues per projects) = 530 days saved per year

Management Savings
- 4 hours on Recovery spreadsheet (4 hours x 3 Principals x 12 months) = 19 days saved per year
- 5 hours saved per month on Resourcing = 24 days saved per year

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“Since we’ve implemented Deltek Project information Management all of our accounting and utilisation functions work together. We are now completely transparent with our staff and clients, which drives efficiencies and quantifiable ROI.”
— DIRECTOR, CONTEXT ARCHITECTS
Save Time and Money with Deltek Project Information Management

- Spend less time organising and more time executing projects
- Consolidate hundreds of files across all departments in one place
- Proactively manage emails to improve productivity
- Quickly find critical files and documents
- Improve collaboration and efficiency with streamlined file sharing internally and externally
- Secure your project files and intellectual property
- Streamline project accounting, time and expense, invoice processing, and reporting
Drive internal efficiencies to save time and money by accessing critical information in one central location with Deltek Project Information Management.

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