"As a completely out-of-the-box solution, Costpoint was the only software that helped us stay current and hit the major areas where we had business need."

— Matt Marshall, Director of IT, Federal Systems Division, Unisys Corporation.

Unisys
Federal division of global IT company cuts indirect costs by 20% with Deltek Costpoint

The Challenge
The 139-year history of Unisys is one of reliable, technically excellent services that help businesses and governments protect their assets and apply information technology to achieve new levels of competitiveness and success. With facilities in over 40 countries around the globe, few other companies embody the title of ‘international and diverse government contractor servicer’ better than Unisys.

Delivering such an expansive array of services to its world-wide clients, Unisys established a federal division that would take on the complex service needs of today’s U.S. federal contractors. This business unit became responsible for key services such as application modernization, security, data center outsourcing, end-user outsourcing and more.

Yet, during a period of expansion and success, the Federal Systems group realized that there was still one thing holding it back: its back-office and accounting systems.

“We used to use JAMIS for our federal accounting, which was integrated into our corporate systems,” says Matt Marshall, Director of IT for the Federal Systems division of Unisys Corporation. “We went through a period of tremendous growth, where the business doubled over the course of three years, and we got to a point where we realized that our current platform was not going to help us grow. Since our old platform was also integrated into our corporate systems, we relied on a non-intuitive systems architecture that was very hard to push data back and forth from.”

The Solution
The Unisys Federal Systems business unit was left with a tricky question: where to find a robust ERP platform that could handle all of its growing, government-centric back-office transactions, while still seamlessly integrating into the parent ERP system that Unisys Corporate runs.

The answer was found in one, centralized and fully-integrated ERP solution—Deltek Costpoint. Purpose-built for government contractors, the purchase of Deltek Costpoint streamlined Unisys Federal Systems’ most critical accounting and business processes, while simultaneously improving data communication with its corporate parent company so the company always had a clear picture of the performance of its federal business.

“One of the reasons why we chose Costpoint was because of the understanding Deltek has in the government arena,” states Marshall. “As a government contractor that is a subsidiary of a larger commercial entity, maintaining both
Deltek 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. 16,000 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

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