

By **Carsten Elvers,**  
Performance  
Specialist, Deltek

# Business Consolidation on a Global Scale

## Contents

- 1 Local flexibility, global consolidation
- 1 Scalability request from large client
- 1 Testing in a live environment
- 1 Scalability to over 60,000 employees
- 2 Deploying Standardised Workflows
- 3 Consolidation And Acquisition Management Made Simple
- 3 Future-Proof Solutions
- 3 End User Experience Is Vital
- 3 Specific Performance Advice
- 3 Ready For The Major League

A client asked Deltek a simple question that called for complex research: Can the largest Professional Services organisations in the world consolidate all their global operations using one integrated business solution? Deltek's performance engineers ran a series of advanced load tests and replied with a resounding yes.

## Local flexibility, global consolidation

Multinational Professional Services organisations, including global agency networks, large consulting firms and accountancy networks, need to strike the right balance between local flexibility and global consolidation.

With operations often scattered across the globe, it is crucial for these organisations to consolidate their activities in every corner of the globe. Individual subsidiaries may have radically different structures and customs, posing a serious consolidation challenge for the parent company.

With more than two decades of expertise within the Professional Services segment, Deltek has helped several multinational companies consolidate their operations. Some clients have up to 10,000 employees, including some of the largest agency and accountancy networks worldwide.

## Scalability request from large client

In 2009 Deltek received a previously unparalleled request from a large existing client representing 7,500 employees. They wanted to know if Deltek's enterprise solution Deltek Maconomy could accommodate 32,000 employees based on their current Maconomy implementation.

Deltek's performance engineers believed this was possible and prepared a series of meticulous performance tests.

## Testing in a live environment

To prove that the Maconomy solution can support large-scale consolidation in multinational Professional Services organisations, Deltek's performance engineers analysed a live system on-site with the client during the peak month-end period. "We based the performance tests on the client's existing setup and started by analysing their system. To get the right volumes we scaled the number of employees to simulate the total employee base of the client," says Carsten Elvers, Performance Specialist in Deltek.

## Scalability to over 60,000 employees

The test scenario put only a modest strain on the deployed Maconomy server.

## Scalability testing

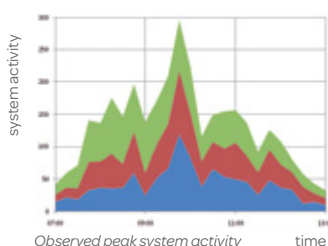
### Target scenario

Tests were conducted on the client's live system. The system peak load was applied for 15 minutes for additional performance testing validity.

The test scenario was scaled to simulate the required 32,000 employees on multiple client sites. It was later doubled to simulate over 60,000 employees worldwide, still with no performance issues.

### Further information

Please contact your local Deltek office for an in-depth review of the test results.



“The average server load during the testing sessions was only 28 percent. Another notable fact is that we didn’t come across any system bottlenecks during the entire process. The client was very pleased with the performance results and concluded that our solution can be scaled to at least twice their capacity, which means more than 60,000 employees,” Carsten Elvers continues.

**Deploying Standardised Workflows**

In recent years a trend toward standardised workflows and operational excellence has swept through the business world. In particular, Professional Services organisations have realised that operational excellence makes as much sense to them as to manufacturing companies. This is the way Deltek has designed their customised ERP solutions for Professional Services organisations for more than 20 years.

“Our large clients increasingly rely on us for advice on how to implement standard workflows based on the best practices of their industry. If a multinational company has five or ten different local systems and decides to change one workflow, they need to make that change manually in all systems. This can be avoided by migrating to a centrally hosted system,” Carsten Elvers explains.

“The world’s largest Professional Services organisations have around 50,000 people. This means we can support any Professional Services organisation in the world – even on a single database”.

Hugo Dorph, EVP and General Manager, Deltek

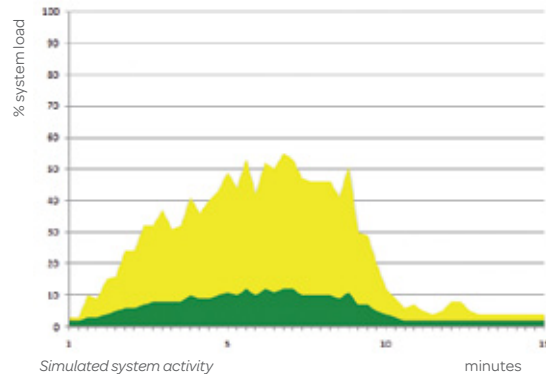
**Solution overview**

**Global consolidation on one server**

Multinational companies can save vast sums on administration by adopting a fully integrated Maconomy solution on a single server.

**The benefits include:**

- Strong centralised financial control
- Fast company consolidation
- Company-wide best practices
- Easy upgrades and maintenance



### Consolidation And Acquisition Management Made Simple

Large clients with multiple sites will be able to assimilate new companies quicker following mergers and acquisitions. Maconomy allows local subsidiaries to solve their unique project management challenges while putting the parent company in full control of financial management worldwide.

“It’s much easier for a parent company to consolidate data on a single server. Basically all you need to do is take a real-time snapshot of all the data in the system to consolidate your activities. This creates greater transparency and makes life much easier for the parent company CFO,” Carsten Elvers adds.

### Future-Proof Solutions

Many companies have discovered that a decentralised setup can cause severe headaches, particularly when they run into massive consolidation and maintenance challenges.

“Decentralised servers were an advantage back in the day when servers and broadband connections were much slower than today. But the ever-increasing broadband and server speeds makes a compelling case for centralised ERP solutions. And the case will only get stronger in the future,” Carsten Elvers elaborates.

### End User Experience Is Vital

When clients decide to adopt a single-server setup to cover multiple locations, they need to secure the right mix of broadband speed and server performance. These are the two key ingredients for a superior end user experience.

“To help our clients achieve the end user experience they’re looking for, we’ve created some guidelines based on our network bandwidth and latency research. This means our clients can get a quick overview of what it takes to deliver the desired performance to their employees,” Carsten Elvers explains.

### Specific Performance Advice

Some clients have asked Deltek to provide specific counselling on what network bandwidth and server performance they need to ensure that the system performs to their standards.

“For instance, a European client recently asked us how they could meet their performance requirements for a subsidiary of 200 employees on a specific location. Using our elaborate research we were able to counsel them on which network bandwidth they would need,” Carsten Elvers adds.

### Ready For The Major League

Deltek is widely recognised as a leader in providing industry-specific business solutions to

“The average server load during the testing sessions was only 28 percent – and we didn’t come across any system bottlenecks during the entire process”

Carsten Elvers, Performance Specialist, Deltek

**World Headquarters:**

**United States**

13880 Dulles Corner Ln  
Herndon, VA 20171  
800.456.2009

**Regional Offices:**

**Australia**

Tel: +61 8 8112 1200

**Belgium**

Tel: +32 (0) 2 709 2191

**Denmark**

Tel: +45 35 27 79 00

**Nederland**

Tel: +31 (0)20 347 3080

**Norway**

Tel: +47 22 01 38 00

**Sweden**

Tel: +46 (0)8 587 077 00

**United Kingdom**

1 Warwick Row

Tel: +44 (0)20 7518 5010

70 London Road

Tel: +44 (0)20 8843 7000

[deltek.com](http://deltek.com)

[info@deltek.com](mailto:info@deltek.com)

project-focused companies. Now Deltek has also proven that they are fully capable of supporting large-scale Professional Services organisations globally.

“It may come as a surprise to some people that we also possess the robustness and technical savvy to put multinational companies in full control of their global operations,” says Hugo Dorph, EVP and General Manager, Deltek.

“The world’s largest Professional Services organisations have around 50,000 people. This means we can support any Professional Services organisation in the world – even on a single database. We firmly believe this is the future for the world’s largest Professional Services organisations and our test results lend credibility to that position,” Hugo Dorph concludes.

**Deltek (Nasdaq: PROJ)** is the leading global provider of enterprise software and information solutions for professional services firms, government contractors, and government agencies. For decades, we have delivered actionable insight that empowers our customers to unlock their business potential. Over 14,000 organizations and 1.8 million users in 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](http://deltek.com)