



Customer Case Study

KplusV

Time for change and improvement

“We now have integrated data, and the accessibility of our data has vastly improved”

» Johan Kluin, controller, KplusV



KplusV, one of Holland’s leading management consulting firms, decided that it was time to act. They started an extensive internal process to find out which solution would be the best fit with their business. KplusV were looking for an integrated system that their staff could also use from home.

Selecting the right enterprise solution

KplusV’s selection process started in the finance department. At a later stage it was extended to include the entire organization.

After an extensive selection process that included six suppliers, it was narrowed down to two, including Deltek’s enterprise solution. However, Deltek’s presentation and KplusV’s enthusiasm about the CRM module made the difference for KplusV.

“We selected Deltek’s enterprise solution and now around 70 consultants work with the solution,” says Johan Kluin, controller at KplusV.

Strengthened internal business processes

Before Deltek’s enterprise solution was implemented, KplusV’s consultants submitted their hours on paper. Subsequently the finance department entered the hours into the system.

Now the consultants enter their own hours via the Deltek web portal. Unlike a few years ago, all projects are now created as soon as they become potential. This has given KplusV a much-needed overview of the status of all active projects and potential projects.

Additionally, more data are entered for each project. The overview is now much more complete than it was before.

Good communication eases the transition

KplusV chose to initiate an extensive internal communications effort around the Deltek implementation before the “Go Live” date.

Since people are working with actual system information, it is easier to explain how the system works. After the “Go Live” date, user sessions were held for the employees.

During the implementation process, the employees were informed about the progress, planning and customization of the Deltek solution.

Expectations of Deltek

“We were very pleased with the implementation of the Deltek enterprise solution,” says Johan Kluin.

The KplusV project team consisted of finance staff, a number of consultants and a partner. The cooperation with Deltek ran smoothly.

“We are always informed about new versions and new functionalities. We would still like to hear more feedback on specific client problems,” says Johan Kluin.

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Analytix brings benefits

After implementing the Deltek enterprise solution, KplusV decided to upgrade to business reporting beyond the standard reporting offered in Deltek.

KplusV found the standard reports available in Deltek inadequate for their reporting needs. During the selection and implementation they were mainly focused on the input itself rather than the output.

The introduction of the business intelligence tool Deltek Analytix, based on Business Objects expertise, was a great advantage.

Real-time reports can be created using data across the entire organization. Specific reports can be set up for the management team, but they can also show the performance of consultants in certain markets or employee-specific information such as timetables and HR.

“We are still developing and refining some reports, but the basics are in place now and it’s a great tool to work with,” says Johan Kluin.

Less administration time

The data of KplusV is now fully integrated and so is the access to data.

The consultants can enter their time and other essential data directly on the project. This means that project data are now much more reliable.

“It’s a matter of advantages and disadvantages. We spend less time on administration in the finance department when our people enter their own hours, but on the other hand we devote more time and effort to business reporting,” says Johan Kluin.

KplusV in brief

Overview

KplusV is among the leading management consulting firms in Holland. Their objective is to help organizations define and achieve their goals across the entire organization.

KplusV provides independent organizational, change management and research advice for the public and private sector.

In Public Administration as well as in manufacturing, KplusV is a leading player in business development, new business, innovation & technology, surveillance and safety, waste and cleaning as well as health care and welfare.

The Deltek advantage:

Success Criteria

- Gain real-time insight into ongoing projects and the pipeline
- Create specific business reports for all parts of the organization

Solution

Projects/Finance:

Deltek’s enterprise solution Maconomy

Business Intelligence:

Deltek Analytix

Website: www.kplusv.nl

Deltek (Nasdaq: PROJ) 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. Over 14,500 organizations and 1.8 million users in approximately 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