



case study
**Thales
Norway**

“Maconomy offered an integrated solution for project controlling, resource allocation, reporting and planning that we couldn’t find anywhere else”

Terje Gabrielsen,
CFO and Chief of Staff

An integrated business solution is the key to project profitability

At mission-critical systems provider Thales Norway, projects and resources must be carefully planned. Maconomy gave the company an integrated solution to optimise pipeline and project management as well as capacity planning.



“We can now forecast the allocation and workload of our resources for weeks, months or years into the future”

Terje Gabrielsen, CFO and Chief of Staff

Large projects must be run profitably

At Thales Norway, projects often involve a great mix of internal and external project members and participants, with project sites and resources in more than 30 countries.

Therefore project management is a key success factor to ensure progress and profitability. It also helps project managers stay on budget, on time and on spec.

“As part of a large and complex organisation it is a challenge to coordinate all our activities. Nevertheless, it’s crucial for us that all parts of the organisation work together,” explains CFO and Chief of Staff Terje Gabrielsen.

Professional pipeline and capacity planning

To win contracts and avoid bottlenecks, optimised capacity planning is crucial for Thales Norway. They often plan 1-2 years ahead to ensure that the right skills are available at the right time.

“Maconomy offers the possibility of maintaining skills and competencies in its HR module. Since this is linked to Maconomy’s resource management solution People Planner, Thales Norway can forecast the allocation and workload of our resources for weeks, months and years into the future”, explains Terje Gabrielsen.

Thales Norway in Brief

Overview

Thales Norway AS is one of Norway’s largest industrial centres of expertise for mission-critical IT and telecommunications solutions and the principal supplier of military communication systems to the Norwegian Armed Forces.

50 % of the company’s business is generated in the export market.

The company employs 170 highly qualified people with a wide range of technical skills.



“Thanks to Maconomy we have consistent data that make it easier for us to keep tabs on profitability and project progress.”

John Erik Rustad, Project Manager

Integrated solution brings tight control

Previously Thales Norway relied on standalone tools such as MS Project and Excel for resource management, which resulted in unnecessary coordination and manual data transfers between systems. This blurred financial reporting and project tracking while making prioritisation cumbersome.

Thales Norway had come to the conclusion that they needed the best practices of their industry for end-to-end project execution. Maconomy People Planner was the missing link that made all the pieces come together.

Professional pipeline planning

Due to the size and complexity of their projects, Thales Norway must stay on top of its future resource needs even before projects begin.

Project Manager John Erik Rustad is excited about the flexibility that Maconomy has given the company. “It is crucial for us to be able to plan our resource needs in the long term. Our advanced resource planning solution helps us do that as it is seamlessly integrated with the rest of our process flow,” he says.

“Thanks to Maconomy we have consistent data that make it easier for us to keep tabs on profitability and project progress,” adds John Erik Rustad.

Fruitful cooperation with Maconomy

Thales Norway sees great benefits in a close relationship with Maconomy.

“We are a professional and demanding customer, and we stretch the capabilities of the Maconomy solutions to their full extent. But we have a fruitful cooperation with Maconomy and we feel that they understand our needs. We are sure their solutions will continue to meet our complex needs,” concludes Terje Gabrielsen.

Building Value for Thales Norway

Success Criteria

- Integrate all business processes into one solution
- Ensure tight project control for improved project profitability
- Optimise capacity and resource management including skills management

Solution and Modules

Projects/Finance:

Maconomy Consulting Solution

Customer Relations:

Maconomy CRM

Human Resources:

Maconomy HR

Business Intelligence:

Maconomy AnalytiX

Resource Management:

Maconomy People Planner

organic business solutions

Maconomy is a global provider of industry-specific business solutions for Professional Services Organisations. We create a natural relationship between people and processes in professional services organisations and provide the basis for overview, follow-up and decision-making in a way which ensures human as well as financial gain.

Our clients include Semcon, ErgoGroup, Devoteam, Deltares, Millward Brown and agencies within all of the big four global networks Interpublic Group, Omnicom Group, Publicis Groupe and WPP.

Maconomy A/S was founded in 1989 and the corporate headquarters is located in Copenhagen, Denmark. We service and support more than 600 clients in over 50 countries through our offices across Europe and in the U.S., and through an extensive partner network. Today more than 100,000 users worldwide use business solutions from Maconomy.

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