

Customer Case Study

CED-Groep

Real-time insight is the key to success

"This morning we were able to track our revenue up until yesterday. That gives us a much better insight into our performance. And our workflows have become much more efficient. We can simply do more work with less people. It looks like the return on our ERP investment will be less than three years."

» Carel Romijn.



educatieve diensten

To gain a better overview of their business, CED-Groep needed an integrated enterprise solution to handle all business processes from initial lead to final invoice. Deltek put the right tools in the hands of CED-Groep's decision-makers.

From five systems to one

After a number of mergers in recent years, CED-Groep realized that they needed a fully integrated enterprise solution to provide all employees with access to the same data and systems. The goal was to align their internal processes and save considerably on administration.

"We wanted to discard our five previous systems in favor of one integrated solution. Together with Pricewaterhouse Coopers we carefully examined the wishes and demands of our organization."

"Next, we looked at solutions from different ERP vendors with particular emphasis on functionality, flexibility, price and ROI. Deltek was clearly the best fit for our needs and they made the best offer," says Project Coordinator Carel Romijn, head of the ERP implementation project at CED-Groep.

Fewer touch points and full integration

To ensure coherent workflows throughout the organization, CED-Groep wanted to reduce the number of administrative touch points by implementing a fully integrated ERP solution.

Data entered in one part of the organization should be readily available in other parts of the organization without restraint. With Deltek's enterprise solutions, CED-Groep now has the right tools to fulfil this ambition.

"We now enter all data in our Deltek enterprise solution – from the moment a prospect calls us across our project execution all the way to the billing process. Data are only entered once, which means less administration and faster insight."

"An integrated solution is crucial for an organization with 350 people working from different locations," says Carel Romijn.

Deltek People Planner as crystal ball

As a large organization relying on the work of its consultants, CED-Groep recognized the need for effective staffing and planning of projects. Hence, CED-Groep decided to implement the resource planning solution Deltek People Planner to increase their planning capabilities.

"Deltek People Planner has given us direct insight into projects and the resources required to execute them. This makes it so much easier to plan new projects. We now have real-time access to strategic resource information based on facts instead of feelings, and this clearly has a positive influence on our profit," says Carel Romijn.

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Less is more

CED-Groep has already seen tangible benefits from its integrated solution. Thanks to Deltek Maconomy Mobile SpeedSheet their consultants can register time on the road, thus entering precious company information directly into the system in real-time.

Additionally, the process from project creation to final bill has become much more fluid, and CED-Groep now has a much better overview of their financial situation. This has made a noticeable impact in CED-Groep.

Commitment goes both ways

CED-Groep knew from the very beginning that they also needed to invest time and resources in the solution. When they committed to Deltek's solutions, Carel Romijn was acutely aware that he would have plenty of work to do.

"Deltek's solution has been fully customized to our organization, which gives us great advantages in our daily work. But it also means that we have to allocate resources for training our employees in the use of the solution. This requires a substantial effort on our part, but the benefits clearly make up for this."

"The solution has been a success in our organization. For our project group the main focus is to keep it that way. There is no doubt that we made a wise choice in selecting Deltek's enterprise solutions," concludes Carel Romijn.

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 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.®

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About CED-Groep

Overview: CED-Groep is a leading advisory organization within teaching, education, and childcare.

They work for a wide range of clients, including childcare institutes, the Dutch Ministry of Education, Culture and Science (OCW) and other educational organizations. CED-Groep also works for commercial companies on an ad-hoc basis.

Size and Location: 350 professionals at the head office in Rotterdam, Holland.

www.cedgroep.nl

The Deltek Advantage

The key success factors for CED Groep

- Merge five different systems into one integrated solution
- Ensure ideal staffing on all projects
- Track financial data in real-time
- Enable consultants to register their time efficiently on the road

Solutions: Deltek Maconomy, Deltek Maconomy Analytix and Deltek People Planner