



the erp solution for scientific research organizations

Maconomy is designed to support the business processes within research institutes and organizations that conduct scientific research and research-related activities both for profit and not-for-profit



business pains

Successful management of a research organization is as demanding as it is detailed. Meticulous reporting practices and careful administration of funding sources, programs, projects, activities, people, output and outcome and underlying financials are essential for demonstrating efficient use of funds and resources.

Can you manage the **development of an idea into a project**, in a single online process?

Do you have a complete overview of your **funding sources, research groups and other stakeholders?**

Do you have direct access to **budget, updated cost-to-date and remaining budget** on projects?

Can you manage **funding, programs, projects and outcomes?**

Can you **monitor and report progress in real-time** to your stakeholders and funding sources?

Do you have a complete overview of **spending and subsequent invoicing of funding sources?**

Are you able to **submit accurate reports** to funding sources regardless of their **requirements?**

client gains

“ With Maconomy, we now have the ability to easily share funding between several research projects and track how our funding is used. With online access to project progress, deviation reports, group performance, capacity overview and funding consumption, we now have the ideal foundation for better decision making for our senior management team and also for group managers and project managers.

Åse Pedersen, Head of the vendor selection team, The Norwegian Institute of Marine Research

“ We needed a system that enabled us to capture essential project data on a regular basis, as well as an easy-to-use time and expense system. We also needed an integrated, fully updated overview of the status of all projects. The ERP solution from Maconomy does this very well.

Gerry Costello, Information Systems Project Director, SAC

“ Maconomy's project management functionality allows us to monitor and follow up on our research projects in real-time. This means we are in full control of our funding allocations, progress and expenses at all times.

Gro Irene Solberg, Financial Manager, NTNU Social Research

“ The use of the Maconomy ERP System allows us to have an integrated software program that is able to accurately trace each transaction to the lowest level of detail including Site, Activity, Focus Area, Program and Funder. This enables us to account for every transaction made and report to funders in their requested format.

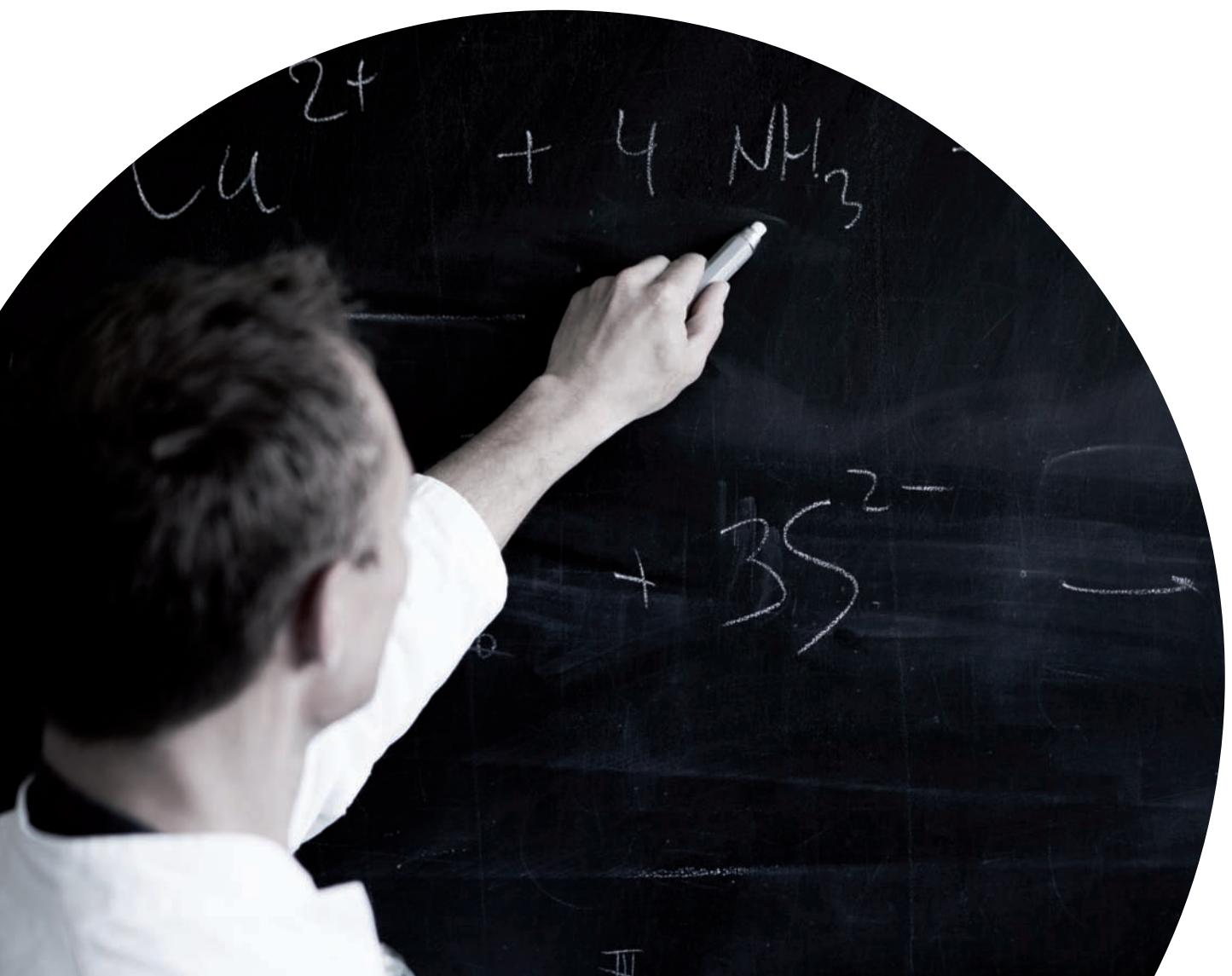
Kheth'impilo Aids Free Living

To read the full client success stories, visit

www.maconomy.com/references

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understanding your business process model



Any research institute or organization knows that attentive administration and meticulous reporting practices are essential for success. You want to make sure that you are in complete control of the entire science loop from the development of an idea into a project. This includes keeping tabs on funding sources and stakeholders, as well as managing budgets and plans, daily operations and stakeholder reporting. Having worked closely together with research institutes for more than 20 years, we have incorporated the best practices of these organizations in the Maconomy ERP business solution.

Maintaining relationships with internal and external stakeholders can be a challenging and time-consuming task. This also applies to keeping track of project funding, unless you have a solution that delivers this information with a few clicks of the mouse.

Consistency and accuracy are key requirements when drawing up budgets and plans. If these processes are fully integrated to project execution, then Project Managers and Controllers have a framework for keeping projects and plans on track and within budget.

The Maconomy ERP solution offers research institutes and organizations the right tools to eliminate manual and time-consuming administrative tasks involved in monitoring and reporting progress. When you have access to real-time data, you can be confident that your usage of funds is monitored correctly according to the contract with the funding source.

Finally, the advanced business reporting tools of the Maconomy ERP solution enable you to base your day-to-day management and decision-making on facts.

“ Maconomy consultants really understand our business. They know precisely what we need, and during the implementation process, unexpected changes are handled well. The consultants are gold for us.

Anni Sørensen, Financial Director, envision

your business processes and how we support them

Funding Management

You are enabled to reduce errors associated with manual entry and manual reconciliation of funds and grants by automating these processes with a Maconomy ERP solution. Also, admin time for administration of multiple funding sources for the same project or one source for many projects can be reduced. It makes funding management easier and more accessible, helping to meet internal and external reporting needs in a timely fashion.

With Maconomy you can:

- Split the funding allocation by funding source and funding type, e.g. restricted and un-restricted funds
- Get full support of complex billing plans
- Apply multiple billing and income principles (fixed price or time and material)
- Indicate the funding type and source on all levels of detail from contract level down to budget line level

“ Maconomy clearly has a strong focus on the research industry because the solution supports multiple funding sources for the same project, as well as cost allocation for shared facilities and services.

Åse Pedersen, Head of the vendor selection team, The Norwegian Institute of Marine Research

Overview of Funding Sources and Stakeholders

You can improve transparency and enable systematic knowledge transfer across your teams or departments when you eliminate disparate spreadsheets and introduce a solution that gives you one point of entry to add and access information about funding sources and internal as well as external partners and stakeholders.

Maconomy enables you to:

- Capture contact information in one database
- Track communications with sources and stakeholders
- Record regulations, restrictions and limitations designated by funding sources on how funding must be used





“ The ability to capture all project-related information in one system was key for us in selecting Maconomy.

*Inger Kristine Tivsild, Finance Department,
Norwegian Geotechnical Institute (NGI)*

Project Budgeting and Resource Planning

You can improve the overall accuracy of initiating, planning, staffing, budgeting, and subsequent project initiation with an ERP solution that supports the end-to-end integration of your processes. The entire process from the development of an idea into a project will be less time consuming and more consistent. The solution also offers inter-organizational pricing of staff, which promotes the prudent use of resources across business units.

Maconomy enables you to:

- Create budgets and plans based on templates or previous projects delivered
- Capture time and cost used in the proposal phase
- Include time and cost for shared facilities and services in budgets
- Access the total budget, updated cost-to-date and remaining budget on projects
- Optimize resource planning and resource scheduling based on a real-time overview of availability
- Forecast future capacity needs based on future projects

Project Execution and Monitoring

Online access to real-time data and overviews of milestones and resources gives your Project Managers and Controllers the ability to act proactively. When financial controls and project data are integrated in one solution, you can view and drill into costs by project or any other dimension you need.

With Maconomy you can:

- Approve requisitions, budgets, time sheets and expenses online
- Capture key delivery and billing milestones
- Use proactive alerting for time registration and submission
- Schedule milestone reporting dates
- Push key milestones to project team members
- Keep close control of project performance, cost, revenues, labor as well as other resources
- Monitor project progress with readily available status reports





Financial Management and Cost Allocation

With Maconomy, financial control and project management are integrated in one solution. This enables managers to view and drill into costs and funding allocation by organization, region, funding source, project and other key dimensions. Financial information, resource capacity, and project information are viewed in real time. Even organizations with multiple geographic entities using different currencies can use consolidated real-time data for informed decision-making.

With Maconomy you can:

- Manage multiple organizations and multiple currencies in a single solution
- Structure a dimensional financial model that includes programs, regions, outputs, outcomes and achievements
- Allocate costs and indirect overheads to dimensions and projects, based on applicable rules
- Manage complex travel requests, procurement and staff account processes
- Manage full financial back-office functions including AP, AR, General Ledger, Fixed Assets, Banking and Reporting
- Push financial functions into your offices and regions, allowing them to transact in real-time

Internal and External Reporting

We know that meticulous reporting of funding sources, programs, projects, activities, people and underlying financials are essential for demonstrating efficient use of funds and resources. With an integrated Maconomy ERP solution you no longer have to spend time gathering data from disparate sources. The true cost of research projects, such as shared facilities, travel, support, and internal and external research time, can be tracked, reported and analyzed in real-time.

Maconomy give you access to:

- Readily available suite of finance reports
- Detailed project reports for funding sources and stakeholders
- Business intelligence tools

“ Having access to total budget, updated cost-to-date and remaining budget on projects are a huge improvement compared to our previous setup where we were always at least one month behind on cost. The new Maconomy system helps us avoid budget overruns.

*Harald Gjøsaeter, Senior project Manager,
The Norwegian Institute of Marine Research*



our services

“ We implemented the solution on time and budget with a very satisfactory result because of our clear goals, the use of dedicated resources, and the right solution.

*Jenny Curtsdotter, Project Manager
Business Operations, Technia*

We deliver an integrated solution, not just great software, but also a comprehensive range of consulting services to match your specific business needs – in the pre-selection phase, during implementation and after “go live”.

Implementation

Based on years of extensive experience with Professional Services Organizations, our consultants have developed a unique, fast and cost-effective implementation methodology for deploying Maconomy ERP solutions. The methodology guarantees quick returns due to fast implementation, a predictable outcome and a smooth transition to “go live”.

Consulting Services

Our consultants help move your solution from being a tactical finance solution to a strategic business solution via business solution reviews and process analysis. With two decades of experience and expertise from over 600 implementations, our consultants have extensive knowledge of industry best practice.

Our consultants offer a unique combination of business and technical skills, helping you optimize your entire value chain through proven methods and analysis. This ensures sound projects delivered on time, on budget and within scope.

Client Support Services

Maconomy has a centralized support organization staffed by skilled, highly experienced professionals, each with a key area of expertise. This gives us a strong foundation for providing high-quality problem resolution to our clients.

Learn more about our services at

www.maconomy.com/services

industry focus creates results

How to keep track of funds – in real-time

As a large scientific research institute, NTNU Social Research is acutely aware that funding for projects must be used optimally, as well as be meticulously accounted for. That's why they selected a Maconomy ERP solution for scientific research organizations.

Research institute with growing pains

Since its inception in 2003, the Norwegian research institute NTNU Social Research AS has experienced rapid growth across the board. Through 2009, the budget has expanded substantially year-on-year and the employee base has eclipsed 150 people across eight business units.

Hence, NTNU Social Research realized that the organization needed an end-to-end business solution to handle the distinct business processes of an expanding scientific research institute.



Flawless project process management

Maconomy's system enables full integration of the project process. NTNU Social Research uses the Maconomy CRM module to register their stakeholders. They can even associate one or more funding source with the same research project.

When a contract is made, a project is set up and a baseline budget is created for the research project. During the project, the budget is monitored based on real-time data to avoid overruns.

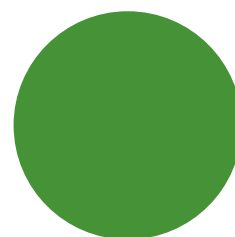
"It's quite important that we can report correctly to internal, as well as external, stakeholders. With Maconomy we can run customized reports at any time, because the data flows automatically through the system and is always fully up-to-date."

"In our dialogue with Maconomy, their people have always had a very positive attitude. They are extremely knowledgeable, open-minded and willing to learn about our organization and our processes. I'm sure this attitude is the reason why Maconomy is able to develop solutions that fit research organizations perfectly," says Financial Manager Gro Irene Solberg.

“ We can run customized reports at any time in the system, and the data flows automatically through the system and is always fully up-to-date.

Gro Irene Solberg, Financial Manager, NTNU Social Research





organic business solutions

Deltek (Nasdaq: PROJ) recently acquired Maconomy to create the leading global provider of enterprise applications software and solutions designed specifically for project-focused businesses. For decades, we have enabled government contractors and professional services firms to automate mission-critical business processes around the engagement, execution and delivery of projects. Over 13,000 customers use our solutions to measure business results, optimize performance, streamline operations and win new business.

For more information, please visit

www.maconomy.com



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