

Eppstein Uhen Architects

Leading architecture firm takes business to the next level by moving to Deltek Vision®

THE CHALLENGE

When Eppstein Uhen began using Deltek Sema4 in 1998, they needed a financial management solution that would handle project management, accounting and billing. As Eppstein Uhen continued to garner more clients and expand, the firm realized additional functionality—such as an integrated database, real-time reporting and opportunity tracking— was needed in order to take the company to the next level.

“Sema4 had provided us with a solid accounting system that we used as the foundation for our business,” said Bret Tushaus, Director of Information Technology. “However, when our company’s growth clearly warranted the implementation of a client relationship management (CRM) system, we attempted using a homegrown solution through Outlook. But to make it work we had to manually transfer project and client data into Sema4 to pursue opportunities and even track basic client information.”

THE SOLUTION

Eppstein Uhen once again looked to Deltek for a solution. They learned that Deltek Vision, a fully integrated solution that combines a complete project accounting system with an integrated project management and CRM solution, provided all of the functionality that Eppstein Uhen had been seeking. By the end of 2003, the firm was utilizing Deltek Vision to streamline operations, improve performance management and win new business.

Eppstein Uhen has also configured Deltek Vision’s CRM module to further meet the process management needs of the firm. By using Vision’s flexible architecture, for example, Eppstein Uhen developed a go/no-go tab to for internal opportunity tracking.

“With Vision, our CRM data is now fully contained in one single integrated database.”

Bret Tushaus, Director of Information Technology with Eppstein Uhen Architects



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Deltek is a global leader dedicated to delivering enterprise management software that meets the unique needs of project-focused organizations. With over two decades of experience, Deltek enables companies to maximize profitability and productivity, integrating all aspects of their businesses. More than 11,000 customers worldwide rely on Deltek to streamline operations, improve performance and win more business.

THE BENEFITS

Overall, Eppstein Uhen experienced large productivity and profitability strides with the implementation of Vision, reducing days sales outstanding (DSO) from an average of 90 -120 days to 60 - 75 days on average. The solution has also improved data accuracy as well as efficiency, reducing the time required to charge unposted labor to projects by at least two weeks on average.

Reporting is another key area of improvement for Eppstein Uhen. With Vision's real-time reporting, project managers can now access all financial and project information, from cash flow and weekly cash receipts to labor data, across all levels of the organization. The result has been improved communications across all departments, improved employee productivity, better forecasting and fewer errors.

Vision has also enabled Eppstein Uhen to formalize the processes around revenue projections, improving the accuracy of long-term project and financial forecasts. Vision's project management capabilities now allow the firm to accurately project revenue up to three years in advance, serving as a vital planning tool. "With Vision we are better positioned to plan, better positioned to effectively manage growth and better armed with the tools we need to effectively market and achieve anywhere we're falling short," Tushaus said. "Information is truly power, and that's exactly what Vision brings to the table, with a high degree of flexibility, integration and complete transparency.

THE DELTEK ADVANTAGE

Deltek Vision helped Eppstein Uhen increase productivity and profitability. Improved data accuracy and efficiency reduced their time required to charge un-posted labor to projects by an average of two weeks. And Vision's real-time reporting enables them to make more accurate projections and win new business.

ABOUT EPPSTEIN UHEN

With more than 150 employees and \$21 million in 2005 total revenue, Eppstein Uhen is a thriving architecture firm serving residential, corporate, public, healthcare and retail markets. Primarily serving the Midwestern United States, Eppstein Uhen has enjoyed a steady annual growth at 10 to 15 percent and has worked on such notable landmarks as Helfaer Field at Miller Park and the Discovery World Museum located in Milwaukee, Wisconsin.