case study

devoteam
consulting ↑

International collaboration requires fully scalable ERP solution
Putting its efficient project workflows on display, Devoteam Denmark convinced its French headquarters to adopt Maconomy as well. As a consequence, Devoteam Group signed a framework agreement with Maconomy to share these benefits with all of its global offices.

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> 66 We wanted a fully integrated ERP solution with full scalability for our business, and we wouldn't settle for anything less than that
>
> **Christophe Merckens, CIO, Devoteam Group**

Strong Danish consulting solution made the difference

Devoteam Denmark has used Maconomy for many years to support their processes – from initial client quote to final invoicing. The Danish Devoteam office feels that Maconomy's ERP solution offers a unique project focus that ties in well with Devoteam's consulting business.

"Maconomy has designed its Consulting Solution exclusively for the challenges of the consulting industry" says Country Manager Søren Nielsen, Devoteam Denmark.

Over the years Maconomy has given Devoteam Denmark significant improvements on project profitability, resource utilisation, pipeline management and CRM.

"We have improved the way we manage our projects to fulfil our clients' expectations, and we have cut the administrative burden radically for project managers and consultant. We have fewer write-offs, and the way we control each project has improved significantly," continues Søren Nielsen.

International growth requires efficient back-office processes

Devoteam Group has been in the consulting business since 1995 and has seen impressive growth rates of 25-30% a year.

To facilitate their continuous international growth, they were looking for a fully scalable ERP suite to run their consulting business on a global scale. Recommended by Devoteam Denmark, Maconomy emerged as the preferred supplier for the parent company Devoteam Group.

"We expect great benefits from Maconomy's solutions to gather and consolidate data. This allows us to optimise our back-office processes across the entire organisation to ensure high data quality," says CIO Christophe Merckens, Devoteam Group.

"The advanced multi-currency capabilities of Maconomy were also vital for us to keep track of operations in many different countries," says Christophe Merckens.

Devoteam Group in Brief

Overview
Devoteam Group is an IT consulting group founded in 1995.

Devoteam offers independent advice and technical solutions that help clients meet their business objectives by connecting business and technology.

Size and Location
4,750 employees in 23 offices all over the world.

Website
www.devoteam.com

Framework agreement with great potential

Devoteam Group signed a framework agreement with Maconomy in late 2008, which means Maconomy is the prefered supplier. Under the agreement all Devoteam entities have been given approval to begin talks with Maconomy for future ERP solutions.

"There is no doubt that Maconomy has a very strong case for consulting businesses. We considered a number of other options, but we chose Maconomy as our preferred supplier because of their long-time commitment to project-focused organisations like ours," says Christophe Merckens.

"The Maconomy ERP solution is a great fit in terms of how we want to run our business, and we are sure the framework agreement helps us optimise our operations," he adds.

Shared international ERP solution creates synergy

Devoteam Group will provide centralised hosting and management of all Maconomy servers through its subsidiary DVO Devoteam Outsourcing, a firm specialised in IT outsourcing.

This centralisation means that new Devoteam offices can be easily added. Each office will experience short implementation cycles to ensure a hassle-free transition to Maconomy. Once on board, the Devoteam offices will be able to save on administration and collaborate across borders with full flexibility.

"Maconomy allows us to share competencies and facilitate international cooperation. We believe that by selecting and recommending Maconomy, we have created a foundation for further growth and collaboration," says Christophe Merckens.

ERP strategy strengthens coherence

"It's impossible to manage a large organisation efficiently without an ERP solution that addresses your particular business challenges. That's why we chose Maconomy as our ERP provider," says Christophe Merckens.

"Maconomy really knows the consulting industry at heart. We feel that our business processes are in the best of hands and that gives us the freedom to focus on our own clients," he adds.

Committed to future success

Christophe Merckens is confident that Maconomy will ensure internal coherence as Devoteam Group grows more and more international and complex as a business.

"It was time for us to look ahead. We wanted a fully integrated ERP solution with full scalability for our business, and we wouldn't settle for anything less than that," says Christophe Merckens.

"We are sure Maconomy will help us leverage the entire organisation in the future as we continue to add new geographies and create synergies between existing offices," concludes Christophe Merckens.

Creating Value for Devoteam Group

Success Criteria

• Streamline business processes across global organisation

• Integrate all systems into a single shared ERP solution

• Ensure better time registration and resource utilisation

Offices already operating on a Maconomy solution

Devoteam Denmark
Devoteam Belgium
Devoteam Middle East

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Søren Nielsen, Country Manager, Devoteam Denmark

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

maconomy.com