



Unanet™

Unanet Success Packages—Outcome as a Service



Success Packages are available to help your project based organization maximize the investment made in Unanet. When best practices and standards are applied in your business processes, you can ensure continued growth, increased margin, and improved predictability. Success Packages are all about continuous process improvement and a progressive adoption of Unanet capabilities that will increase your return on investment by transforming your organization from ad-hoc to outcome-based management.



You have invested in the premier tool, Unanet, and now is the time to leverage that investment. During initial Unanet implementation, there is often a focus on deploying the foundational capabilities (Phase 1). Additional enhancement phases may be appropriate once Unanet is part of your operational system. Engaging with Unanet experts will help you maximize your investment and focus on the outcomes that are important to your organization.

WHAT IS OUTCOME-BASED MANAGEMENT?

Your business has a set of desired outcomes that are driven by corporate or project goals (e.g. Margin, On-time Delivery). Everyone who participates in the process needs to understand the desired outcome and what their contribution is to the outcome. This methodology is aided by trained personnel, adequate processes, and a tool that supports project success. Success Packages will help you achieve the desired outcomes. The benefits of outcome-based management are:

- Confident decision-making driving growth, increased margin, and project success
- Accurate and reliable data
- Increased communication and collaboration
- Optimization of resources
- Persistent understanding of project and portfolio status with real-time reporting and dashboarding
- Meaningful KPIs and actionable metrics
- Single source of truth

SUCCESS PACKAGES TYPICALLY CONCENTRATE ON 5 AREAS:

1 Advanced Project Management (APM)

APM is a proven methodology that focuses on the Project Manager (PM). The concentration is on planning, execution, and monitoring projects. These processes are tailored to fit the current business practices of each organization while directing the enterprise to productivity enhancements. APM teaches PMs to keep their focus on the future instead of simply reviewing the past. The use of APM offers Project Managers confidence in the application of best practices designed to optimize their time in resource planning and oversight and minimize the potential for at-risk or non-billable execution. APM also empowers PMs with ownership of their project portfolio.

2 Financial Change Support

Organizations are continually evolving, as a result so are their accounting structures and overall reporting needs. The concentration of this Success Package is to focus on sustaining a strong financial system while dealing with the continued reality of change.

Examples below:

- Support for a new award with a different billing type
- Support for new legal entities (i.e. JVs, subsidiaries, affiliates)
- Support for complex indirect rate setup/changes (i.e. additional pools, change in allocation basis, etc.)
- Support for an internal reorganization
- Support for new compliance regulation
- Audit Support (financial audit, DCAA, GSA, etc)
- Other reporting such as statement of cash flow

A Financial Change Support Success Package assures that the financial reporting is reflective of the business model and supports overall corporate objectives.

3 Custom Reporting

In those instances where customers require specific formatting or combinations of data not found in the native Unanet report catalog, a Success Package can deliver those specialty reports. Usually, a refreshable web query (RWQ) is employed to pull data from Unanet and then organize it into the form required by the customer although other advanced technologies can also be considered. Customers can then automatically refresh the data from Unanet, typically provided with a 1-button press, and review the results before incorporating them as required to produce better decisions and outcomes.

4 Corporate System Integration

Unanet can be integrated with other enterprise systems, including linking to accounting systems of record (e.g., QuickBooks, Costpoint), purchasing/invoicing systems (e.g., Microsoft Dynamics NAV), and project management applications (e.g., Microsoft Project). Unanet can exchange information with these systems based on rules defined by customer business practices and refined by how the information will be used within Unanet. The objective of these tight integrations is to ensure the greatest use of automated systems for data transfer and the elimination of human error through the processing chain.

5 Enhanced System Customization Modifications

Customers may choose to employ a Success Package to customize the look and feel of their Unanet instance, paring down reports and/or data entry features to just those required to meet their specific business practices or training guidelines. Unique configurations to system menus, links, and reports allow users to focus on the elements relevant to their roles and responsibilities. These customizations optimize an end-user's efficiency within Unanet and supports an organization's interest in overall adoption by its staff.

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Success Packages have helped reinforce best practices in program management utilizing Unanet and created exception basis action notifications via email to efficiently focus on data anomalies.

—Rick Clark, ANSER

Success Packages have helped us increase focus on profitability with simpler access to project and corporate financial data.

—Anirudh Kulkarni, CVP

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GET STARTED WITH YOUR SUCCESS PACKAGE TODAY

The development of a Success Package has been designed for maximum impact and corporate flexibility.

Unanet offers a package of 500 hours to minimize future administrative, contracting, and budgeting decisions. This package includes a variety of fixed hourly rates across several skillsets and can be used at will. The terms of the Success Package provide for customer-based control of the tasking and prioritization. There is no contract expiration date and no minimum number of hours required to be used!

EXPECTED OUTCOMES

- Success Packages create organizational standards and repeatable processes that ensure consistent reporting, reduced rework, and lower dependence on localized Unanet heroes
- Success Packages optimize the time of your project management staff and allow them to focus on the end customer, not on operating Unanet
- Success Packages remove the overhead of separate financial reporting, thereby improving efficiency and lowering the overall cost of your G&A by shifting key project management functions of the project as work on direct billable projects
- Success Packages enable more efficient communication within project teams and to senior leadership
- Success Packages deliver real-time insight on project financials and



Unanet™

22970 Indian Creek Drive, Suite 200
Dulles, VA 20166

UNANET.COM

703.689.9440
info@unanet.com



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