



## Cordia Partners Achieves Transparency and Efficiency Throughout Their Business

As Cordia Partners grew, their systems were not supporting their needs for robust timekeeping, project management and billing. Cordia envisioned a project and resource management system that efficiently provides visibility for tracking time, finances, and a deeper look into management metrics.

*"We have transitioned from using Unanet for timesheets to using it for everything: project management, resource planning, and financials. It has changed our business tremendously."*

**Traci Rowland Shepps, Partner**

**Cordia Partners**

### CHALLENGES

- Reviewing pre-bills took the Managing Partner 8-12 hours, which impacted billable time significantly.
- Lack of visibility into resource utilization and forecasts was leading to inefficiency and wasted resources.
- The timekeeping process was lengthy, data loss occurred, and the system was unstable with frequent freezing/locking. Consultants would print out their calendar, mark it up, and have administrative staff enter time.
- The approval processes were slow and wasteful, with a continual need to print documents and mark them up in red pen.
- Generating performance metrics took 15 to 18 days.
- Management was unable to perform analysis on the health of the company via performance metrics in a timely manner.



C O R D I A  
P A R T N E R S

Cordia Partners is a leading provider of outsourced accounting, staffing, recruiting and business advisory services to firms in the Washington, DC Metropolitan region. Since 1999, Cordia has delivered these services to not-for-profits, government contractors, and other industries that drive the region's economy.



Unanet™

With over 15 years of production use, Unanet is a proven solution for managing projects, people and financials in project-driven organizations.

Over 2,000 customers—including General Dynamics, Leidos, Pfizer, and Stanford University—trust Unanet to provide visibility into the work, reduce costs, improve revenues, and streamline business management of services processes.

Unanet customers typically achieve ROIs of over 1000%.

*"With Unanet, we've seen a 70% decrease in the time it takes to get bills out."*

## THE UNANET SOLUTION

Cordia Partners implemented Unanet Project Portfolio Financials for 165 users, with support from Unanet's Professional Services team. Unanet's integrated solution for people, projects, and financials provided transparency and efficiency throughout the organization, resulting in huge administrative cost savings for Cordia Partners.

After implementing Unanet, Cordia:

- Employees now enter time directly in Unanet, resulting in efficient time capture. Because the system is easier to use, time is entered more frequently, and all billable time is captured, resulting in higher utilization and billings.
- Managers have transparency into jobs, eliminating errors.
- Partners are able to request and review metrics quickly and there is transparency on performance.
- Implemented online approvals, eliminating paper and shortening the approval timeframe. Reviewing pre-bills takes 90 minutes of the Managing Partner's time instead of 8-12 hours, resulting in huge administrative cost savings, and providing new opportunities to grow their business.
- Completes all of their billing more quickly. Review times were dramatically shortened and they now have complete visibility.
- Has a much more thorough approach to resource management, providing detail into billable and non-billable time and expense reimbursement.