



As a growing company, Energy Solutions was struggling with processes that couldn't scale and a lack of visibility.

Before Unanet, getting timesheets submitted in a timely manner was an ordeal, DSO was running about 160 days on average, invoicing with Excel was a lengthy process and developing reports was very labor intensive.

Energy Solutions looked to Unanet for help and secured 100 licenses to help manage their projects, people & financials.

Energy Solutions Gains Greater Transparency Into Their Projects, People, and Financials with Unanet While Significantly Improving Efficiency

CHALLENGES

- Timesheet entry and submittals were delayed, often taking up to seven days after period end
- Invoicing was inefficient and took between 30 and 40 days due to use of Excel as an invoicing system
- Lack of financial insight lead to lengthy DSOs; 160 day DSOs were common despite credit terms of 45-60 days
- Lacked oversight of project and resource management in one integrated platform
- Unable to pull together reports due to lengthy processes and lack of real-time data

“Since implementing Unanet, invoicing takes between five to ten days, **a reduction of more than 20 days from before.** While major clients are demanding credit terms to 60 days, DSOs are reduced in 2014 from 160 to 70 days.”

Walter Harrower, CFO, Energy Solutions



Energy Solutions is a professional and engineering services firm whose mission is to create large-scale environmental impacts by providing market-based, cost-effective energy, carbon, and water management solutions to their utility, government and commercial customers. They are differentiated by their innovation, value, quality, and reliability of impacts.



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

Over 1,000 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%.

THE UNANET SOLUTION

Hampered by their existing tools and processes, Energy Solutions knew that having one integrated system would allow them to achieve significant efficiencies.

They now have an integrated solution that provides real-time reporting and they have experienced significant gains in their management of time and expense, invoicing, resource planning, and pipeline control.

After implementing Unanet, Energy Solutions:

- Has their timesheets routinely submitted by midnight of the last day of the pay period
- Is better equipped to manage their employees' time and expenses
- Issues invoices between five to ten days, while prior to Unanet it took between 30 and 40 days
- Reduced DSOs from 160 to 70 days
- Executives are able to request (and receive) high level, meaningful reports in a timely manner
- Sales organization is able to track and manage their sales pipeline effectively
- Is able to efficiently track and manage their resources and better plan work loads