



## PHASE ONE CONSULTING GROUP UPGRADES THEIR ACCOUNTING SYSTEM

### CHALLENGES

As a leading IT planning, agile development, and PaaS applications firm with 325 users, Phase One Consulting Group needed a DCAA compliant full project ERP system that would be user friendly. They also wanted a system that would provide real-time data and reporting to project managers allowing them to make informed company decisions. Their Microsoft-based software did not fulfill their requirements, so they looked to Unanet for help.

- Use of a legacy system without real-time data was causing project managers to receive delayed reporting
- In need of a solution that would allow for continue corporate growth
- Required a better infrastructure that would allow for more efficient company processes
- A system that would support their cost pool structure was mandatory, as their existing software would not
- Did not have the ability to create reports instantaneously creating hours of work on spreadsheets and pivot tables

*"Implementing Unanet as our one integrated financial system from project planning and financials through GL and balance sheet reconciliations has really improved our overall finance operations."*

**Paul Murray, Chief Financial Officer, Phase One Consulting Group**



Phase One is a CMMI-Level 3 certified, Gold level Salesforce.com partner and global provider of technology solutions that seeks to radically change the way IT is planned and deployed. As a leader in IT planning, Agile development, and PaaS applications, Phase One is focused on implementing modern technologies that enable modern societies. They have an ever-expanding presence of 46 agencies within the federal government.

Phase One is headquartered in Alexandria, VA.



**Unanet**<sup>™</sup>

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%.

## THE UNANET SOLUTION

With an accelerated implementation schedule, Unanet was able to get Phase One live with Unanet Project Portfolio Financials in one month. They now have a single solution for people, projects, and financials with DCAA compliance and real-time data reporting capabilities. The new system allows them to make data driven decisions, and they have seen significant gains in productivity and accuracy across the company.

After implementing Unanet, Phase One:

- Reduced their invoicing process from 20 to 7 days
- Can create real-time reports for management
- Is able to instantaneously create an AR aging report that previously took hours to create. Because the report was historically so time consuming, it was only reviewed twice a month
- Uses Unanet's comprehensive capabilities for calculation and reporting of indirect costs and rates that are being used in preparation for Cost Plus contracts
- Can complete all month close procedures in 5 - 7 days
- Improved their DSO from 60 to 50
- Grew top line revenue by 25% this year with no additional staff
- Employees are adhering to DCAA compliant procedures and policies company-wide