

How Strategic Solutions International drives its exponential growth using Unanet

Motivation to find a new ERP solution

As a small but growing and ambitious government contracting (GovCon) company seeking to upscale its operations and grow lasting partnerships with larger GovCons, Strategic Solutions International (SSI) recognized the need for an effective and reliable enterprise resource planning (ERP) system.

In his leadership role at SSI, President and CEO Brandon Potter brought previous experience as a Chief of Staff with the federal government. That experience in the federal space told him they needed an ERP that could fuel the company's anticipated rapid growth, provide unmatched customer service, and allow for seamless integration with giants of the GovCon world.

Challenges

Before switching to Unanet, SSI faced several challenges with its legacy ERP system. The previous system lacked the agility required for rapid growth. SSI needed an ERP solution that would bolster the company's potential for growth rather than hinder it. Some of the challenges they faced included:

- **Working seamlessly with larger GovCons.** SSI needed an ERP solution that would not only help them collaborate with larger enterprises but also ensure there were no hiccups in its accounting system during the interaction.
- **Scaling its systems.** "We had previously used QuickBooks," said Potter. "But we wanted to be prepared to grow. Growth in this industry happens rapidly." Given the growth trajectory the company was on, SSI required a system that could efficiently scale and support its evolving needs while maintaining operational efficiency.
- **Improving the client and employee experience.** Providing an excellent experience for all its key users would improve efficiency and save time.



Strategic Solutions International (SSI) is a certified Small Business Administration (SBA) 8(a) firm specializing in a comprehensive range of services including information technology, management consulting, engineering, organizational development, and value-added re-seller (VAR) services. With a solid reputation as a trusted strategic partner to various government agencies and industry clients, SSI takes pride in delivering top-quality support and exceeding expectations.

Solution: Unanet GovCon ERP

To address these challenges, SSI initiated a search for an ERP system that would meet its current needs and position them for future success. After extensive research and evaluation, Unanet was selected as the ideal solution due to its customizable features, scalability, and integration capabilities. “I talked to colleagues at other small firms,” said Potter. “And they all told me to go with Unanet.” Unanet allowed SSI to:

- **Establish its authority with larger GovCons.** By choosing Unanet's ERP solution, SSI was able to avoid accounting system issues and work harmoniously with larger companies. “It's opened up more opportunities for us, for sure,” said Potter. “When you're a smaller, young company, and larger companies know that you're working with Unanet, they take you more seriously. Using this software allowed me to get in front of larger subcontractors.”
- **Support its rapid growth.** Unanet's ERP solution offered SSI the growth preparedness they needed, supporting its expanding industry presence.
- **Enhance customer service delivery.** With Unanet, SSI was able to improve customer service levels for both its employees and the government, elevating its reputation and stakeholder satisfaction and improving efficiency.

Impact

SSI's transition into using Unanet was easy, as the company experienced the following:

- **Smooth and user-friendly implementation.** SSI found the implementation of Unanet's ERP solution to be seamless and user-friendly, easing the transition period and fostering a positive user experience within a short time frame after adoption.
- **The ability to customize the system as needed.** SSI was able to use Unanet's cloud-based, modern, and flexible solution to adapt alongside its changing business needs. The system's superior customization capabilities allow for tailored processes, enabling SSI to provide a personalized experience for users.



Luck is when timing meets preparation, and Unanet helped our company stay prepared for anything and everything.

– Brandon Potter, President and CEO, Strategic Solutions International

Impact

SSI observed some benefits right away:

- **Increased credibility.** The partnership with Unanet empowered SSI to boost its credibility among larger companies, leading to an influx of prime contracts. “Unanet started out as the ‘ground truthing’ of us as a solid company,” said Potter. “When people saw we had Unanet, they knew we were serious about doing business.”
- **Enhanced efficiency.** Unanet's ERP solution not only improved SSI's operational efficiency, but also helped control costs by reducing the need to increase headcount. “I can use one person that operates Unanet, and that replaces three or four people,” said Potter. “From running P&Ls, having expense reports, entering contract modifications into our system, track vacation hours, anything... that's all there. That covers a lot of bases.”
- **Time and financial savings.** SSI witnessed substantial time and financial savings as a result of using the ERP system, further endorsing its decision to choose Unanet.

By using Unanet's all-in-one ERP system designed to help organizations manage projects, track time and expenses, plan resources, and provide real-time visibility into financial performance, SSI strengthened its overall business operations. The company found a solution that enabled its continued evolution as a trusted partner of larger GovCons.



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