

SUCCESS STORY

Navigator International Achieves Growth Objectives with Unanet and GovConPay

CHALLENGES

In order to meet the requirements of their contracts, Navigator International needed a widely dispersed global workforce with a broad range of skills and capabilities—and payroll and ERP solutions that seamlessly worked together to manage this workforce.

In addition, in 2019, the NI team established a strategic growth goal of employing at least 500 employees and achieving annual revenues of at least \$100M annually by the end of 2024.

Before realizing this growth, NI first needed to overcome some crucial challenges:

- QuickBooks and eFaact, their existing payroll and ERP solutions, could not properly manage their complex payroll processes and schedules.
- The NI team lacked crucial real-time data and was unable to confidently measure progress toward their growth goal.
- Their existing systems were cumbersome, unintuitive, and at times, prevented them from bidding on new work.
- Upper management spent too much time doing task-based activities, which increased overhead and prevented them from focusing on strategic goals.



ABOUT NAVIGATOR INTERNATIONAL

Navigator International is an entrepreneurial company pursuing, winning, and performing across multiple disciplines, building on the talents, experience, and motivation of a growing team of highly dedicated professionals.

- Established in 2005 as a subsidiary of Navigator Development Group, Inc.
- In 2013, NI separated from NDGI with 5 employees and gross revenues of \$3.5M in its subsequent year of operation.
- In its ensuing 7 years of operation, it has grown to 330 employees with annual revenues of \$38M.
- Current contracts cover a wide range of activities: international/domestic construction, aircraft maintenance, the development and implementation of interactive 3D models and simulations for military training, and more.

“We are growing fast, and using Unanet and GovConPay together has allowed us to be more mobile; abandon paper processes; consolidate our people, processes, and tools; and automate and streamline our organization.”

— **David Patterson GM and Chief of Staff, Navigator International**



THE UNANET SOLUTION FOR NAVIGATOR INTERNATIONAL

NI is using Unanet Project Portfolio Financials Plus and integrates their payroll system, GovConPay, with Unanet. After an extensive review across multiple solution options, the combination of the Enterprise Resource Planning (ERP) features of Unanet combined with GovConPay was chosen as best fit for NI, providing best value for the investment.

IMPACT

Navigator International is now better aligned for growth. With Unanet and GovConPay, Navigator International:

- Provides leadership with significantly enhanced management capability.
- Finally has an easy-to-use people-focused platform for employee self-service, HR, benefits and payroll that seamlessly integrates with Unanet.”
- Is able to provide management information and interaction from the Project Manager level of detail to that of senior executives.
- Has seamlessly redefined their company organizational structure down to contract executing teams, with significantly enhanced management at the individual contract level.
- Saves time and has gotten executives out of the business of task-based work.
- Now has the tailorable, adaptable, and collaborative tool they need to measure and reach their strategic growth goals.

“Utilizing Unanet and GovConPay has been exceptional. NI leadership and staff management now have significantly enhanced management capabilities.”

— David Patterson GM and Chief of Staff, Navigator International



Unanet serves more than 2,000 businesses with its ERP software solutions purpose-built for professional service organizations. Unanet’s software helps project-driven organizations reliably plan, track and manage projects, people and financials. Unanet’s customer-centric culture means we strive to deliver insights with personal service.



GovConPay by Payroll Network helps federal government contractors grow with outstanding service and a unified Payroll, Applicant Tracking/Onboarding, HR, Benefits and Tax Management technology platform that seamlessly integrates with DCAA compliant, industry-specific ERP software, such as Deltek and Unanet. GovConPay is the first and only Payroll/HCM company wholly dedicated to serving government contractors. Learn more at www.govconpay.com.



ADDRESS

22970 Indian Creek Drive
Suite 200
Dulles, VA 20166



PHONE

703 429 1236



ONLINE

Email: info@unanet.com
Web: unanet.com



ADDRESS

2092 Gaither Road
Suite 200
Rockville, MD 20850



PHONE & FAX

Phone: 301 339 6000



ONLINE

govconpay.com