How Businesses are Driving Growth and Efficiency

A Collection of Unanet GovCon Success Stories

Unanet™

HOW TO USE THIS BOOK

This book is designed to help technology decision-makers at government contracting businesses evaluate and choose the right enterprise resource planning software for their organization.

Selecting ERP software is a high-stakes decision, one that requires due diligence to get right. That's where this book can play an important role, by providing valuable insight from fellow government contracting firms that have been through the ERP selection process and emerged with a solution that ultimately elevated their business.

In this book you'll find a series of recent case studies involving government contracting firms whose profiles (and legacy ERP systems) likely are very similar to your own organization's. Here's a golden opportunity to learn from their experience. Chances are, there's a valuable piece of insight or nugget of wisdom that could prove really useful as your firm evaluates its ERP options.

To make it easy to find case studies involving firms whose profile most closely matches your own firm's, simply find the category that matches your own firm in terms of workforce size and legacy ERP software system:

We think you'll find the case studies, as well as the best practices and other resources included in the pages that follow, to be informative and helpful in guiding your own firm's ERP journey — in short, worth a few minutes of your valuable time.

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WELCOME TO YOUR ERP JOURNEY

For companies across the government contracting landscape, the race to digitalize has brought a realization that they have outgrown the systems on which they have been depending to manage vital facets of their business, from accounting and finance to project and resource management to compliance and reporting.

Perhaps these systems can't adequately perform the tasks for which they are needed, or are stifling the free flow of data because they lack integration. Maybe they are being used for a purpose for which they weren't designed and require complicated work-arounds as a result. Maybe they move too slowly or require too much manual effort, so decision-makers lack the timely insight they need to make the right calls for the business.

If any of this sounds familiar, your government contracting firm likely has reached the point of an ERP epiphany, where you recognize it's time to leave that legacy software behind and discover what it's like to run your business with a modern, fully integrated ERP solution.

Your organization is not alone. Scores of government contracting firms just like yours lately have recognized that in a business where certainty, visibility, control and efficiency are paramount, upgrading their ERP system is a must to stay competitively relevant. So begins the journey to finding an ERP solution and ERP provider that you trust will be right for your company for the long term.

From selection to implementation and beyond, where that journey leads is up to you and the ERP solution you choose. This book is here to help GovCon decision-makers like you in the selection process by drawing from the experiences of your peers — companies much like yours that have found themselves at a similar tech crossroads — with best practices, valuable tips and proven tactics to help guide your journey to finding an ERP solution that will be a true asset to your organization and its people.

UNDERSTANDING WHAT AN ERP SOLUTION CAN DO FOR YOUR BUSINESS

Finding the optimal ERP system for your government contracting business is no easy task. Given the magnitude of the investment and the profound impact it can have on your firm and its workforce, the more research and evaluation you do up-front, the better the outcome likely will be. Here's a quick FAQ to help frame the decision-making process.

Q. What exactly is an enterprise resource planning system (ERP)?

A. An enterprise resource planning system is a single, integrated system that enables an organization to manage projects, people and financials within a unified, business-wide environment. The best ERP systems provide a single source of trusted data and insight for the enterprise, so people are working off, and collaborating around, the right information to work more efficiently and make better-informed decisions.

Q. What are some signs that suggest it's time to consider moving away from the legacy ERP/finance/accounting software my firm has been using?

A. Change can be difficult, particularly when it involves new technology. But sometimes the inefficiencies and frustrations that come with sticking too long with a legacy ERP/accounting system are just too numerous and too undermining to the business to ignore.

QUICKER TO CLOSE

Many government contractor customers report that they have reduced their closing cycle by **50%** or more as a result of using Unanet ERP GovCon.

The biggest issue that GovCons face with a legacy system is that it lacks the flexibility, integration, scalability and capabilities to keep pace with a growing firm. That issue can manifest in a variety of ways, for firms large, small and in-between. It can reinforce data siloes, hampering the timely flow of data and insight across the enterprise. A lack of insight into projects leads to slower, less-informed decision-making, subpar forecasting, potential compliance issues, and ultimately, project outcomes that are less than optimal. Revenue and win rates suffer as a result. It can be really cumbersome to use, forcing people to spend too much time on manual, repetitive and time-consuming processes and work-arounds, which not only curbs productivity but also can detract from the user experience. User adoption suffers as a result. Billing can be painfully slow and error-prone, which can create cash flow problems. In short, a legacy ERP system can become a drag on the business instead of an asset. If any of these ring true for you, it's probably time to consider a change.

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Q. What can an ERP solution purpose-built for government contractors do for my business that a generic, off-the-shelf financial and accounting software product can't?

A. As many government contracting firms have discovered as they grow and mature, it takes more than rigid, off-the-shelf ERP or accounting software to do business in a world that turns on immediacy, responsiveness and seamless digital experiences. The reality: Technology which claims to solve every problem for everybody really is no solution at all.

LOWER OVERHEAD

Almost all Unanet ERP GovCon customers see a reduction in indirect costs through automated processes and controls, reduction of errors, and overall increase in efficiency through better software and processes.

By definition, purpose-built software is designed to help users fulfill specific purposes, with features and functionalities that often are directly shaped by input from users themselves. Unlike generic products, a purpose-built EPR solution is designed to map specifically and directly to the business processes, workflows and systems of a government contractor. As a result, the user experience is vastly improved; people actually use the ERP solution and the tools embedded within it. Data and insight flow unimpeded across the business, landing when and where they are needed. By enabling automation, the system maximizes efficiency instead of hindering it.

Q. What are the benefits of using an ERP solution designed specifically for project-based businesses?

A. Trying to shoehorn a government contracting firm into an ill-fitting ERP product that isn't designed specifically for project-based businesses creates all kinds of inefficiencies, work-arounds, data disconnects and errors. On the other hand, it's easy to spot a GovCon with a project-based ERP. They're the ones whose projects tend to run smoothly, on-time and on-budget. Their people are focused on high-value work instead of repetitive data-management tasks, and their project managers consistently deliver the best outcomes for firm and client alike. Bottom line: A project-based business demands a project-based ERP system.

IG BOTTOM-LINE BENEFITS

27% of firms using Unanet GovCon ERP software have more than doubled in size within 3 years of becoming customers..

Q. How much should service and support from my ERP provider weigh in choosing an ERP solution?

A. The quality of service and support that comes with an ERP solution is as important as the solution itself. Too many firms have been left out in the cold by poor support, a dearth of customer resources and a general lack of responsiveness from their software provider. As complicated an undertaking as an ERP implementation can be, it's hard to overemphasize the importance of having a consultative partner to guide a firm through implementation — and beyond. You should expect an ERP provider to offer a high level of support, and answer all your questions and concerns, from the very first engagement, forward. Too often, however, that's not the case.

Best advice: Look for a provider whose support team is readily accessible and engaged with your teams, who values relationships and makes a genuine effort to understand your business, who has an intimate understanding of government contractor ERP implementations, and treats your firm like a true partner. With your ERP investment, you should expect hands-on support, access to subject-matter experts, an on-demand library of education and training resources, and a community where users convene to share ideas, best practices, etc. Remember, it's only a "solution" if it empowers your firm to solve its business problems.

CLEAR CHOICE

When Unanet ERP GovCon goes head-to-head with Deltek in vying for a government contractor's ERP business, Unanet wins **70%** of those bids.

Another factor that separates the best software providers from the rest: They have a direct feedback loop with their customers, where they actively solicit and listen to input and ideas from users/customers, then actually use that input to strengthen the solution and the user experience. What you want is a provider that is invested in the continued improvement and refinement of its solution, and to that end, puts a high value on customer input.

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ERP SUCCESS STORIES

Every government contracting organization has a unique story to tell about its ERP journey. Here at Unanet, we've been documenting these journeys for three decades, with the goal of sharing them so that all the organizations in the Unanet ERP GovCon community can learn a little something valuable from their peers.

A best practice worth borrowing, an implementation pointer, an automation opportunity you may have overlooked — they're all here in the stories that follow. Here's hoping they help make your own firm's ERP journey a memorable one for all the right reasons.

G2 OPS MAINTAINS COMPLIANCE WITH UNANET

G2OPS

ORGANIZATION PROFILE
G2 Ops is a cybersecurity and IT services firm who has grown from 40 to now over 150 employees across offices in Virginia Beach, Va., Arlington, Va., and San Diego, Calif.

MOTIVATION FOR SEEKING A NEW ERP SOLUTION
Spreadsheet chaos, compliance concerns

Challenges

G2 Ops received its first government contract and knew QuickBooks would not keep them compliant. They managed their projects on a massive spreadsheet that took hours to update each pay period. Incorrect data and inefficient processes around people and projects often led to billing errors. A lot of time was spent around data management and quality control. The firm was experiencing some growing pains and QuickBooks just was not able to keep up. It was experiencing major issues with invoicing accuracy and efficiency, and was particularly concerned about compliance issues for their government contracting business.

With 80 users, the firm needed an ERP system that would support the organization, while allowing them to better streamline their operations and remain compliant. They considered Deltek Costpoint, but had concerns about service and support. G2 Ops eventually selected Unanet, and the impact of that decision has been dramatic.

The ERP Solution for G2 Ops

G2 Ops made the switch to Unanet Project Portfolio Financials to streamline internal operations and improve their financial processes all while remaining compliant for their government business. Unanet monitors data for consistency and adherence to the organization's unique business practices by establishing business rules and data standards for time, expense, projects, people, organizations, and other functionality within Unanet. The software detects and corrects errors with highly defined data standards.

Impact

G2 Ops now has a single solution for projects, people and financials with real-time data reporting capabilities. The new solution has automated many once-manual tasks and its ease of use has provided the team with more time and resources.

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After implementing Unanet, G2 Ops:

1. Cut overhead by 15%.

2. Reduced errors by 27%.

3. Increased biweekly labor efficiency by 33%.

4. Saved over $100,000 in potential labor needs.

5. Received honorable mention for their accounting office on CPARS, the U.S. Government's Contractor Performance Assessment Reporting System, for having a high level of accuracy in the accounting process.

6. Went through an audit in which auditors were astounded by how quickly they could provide necessary reports and information.

7. Greatly improved their resource planning and project management efforts.

8. Can manage by exception, so it's free to focus on real problems.

9. Enabled quality control all of their pre-invoicing procedures.

10. Solved problems that they never even knew they had.
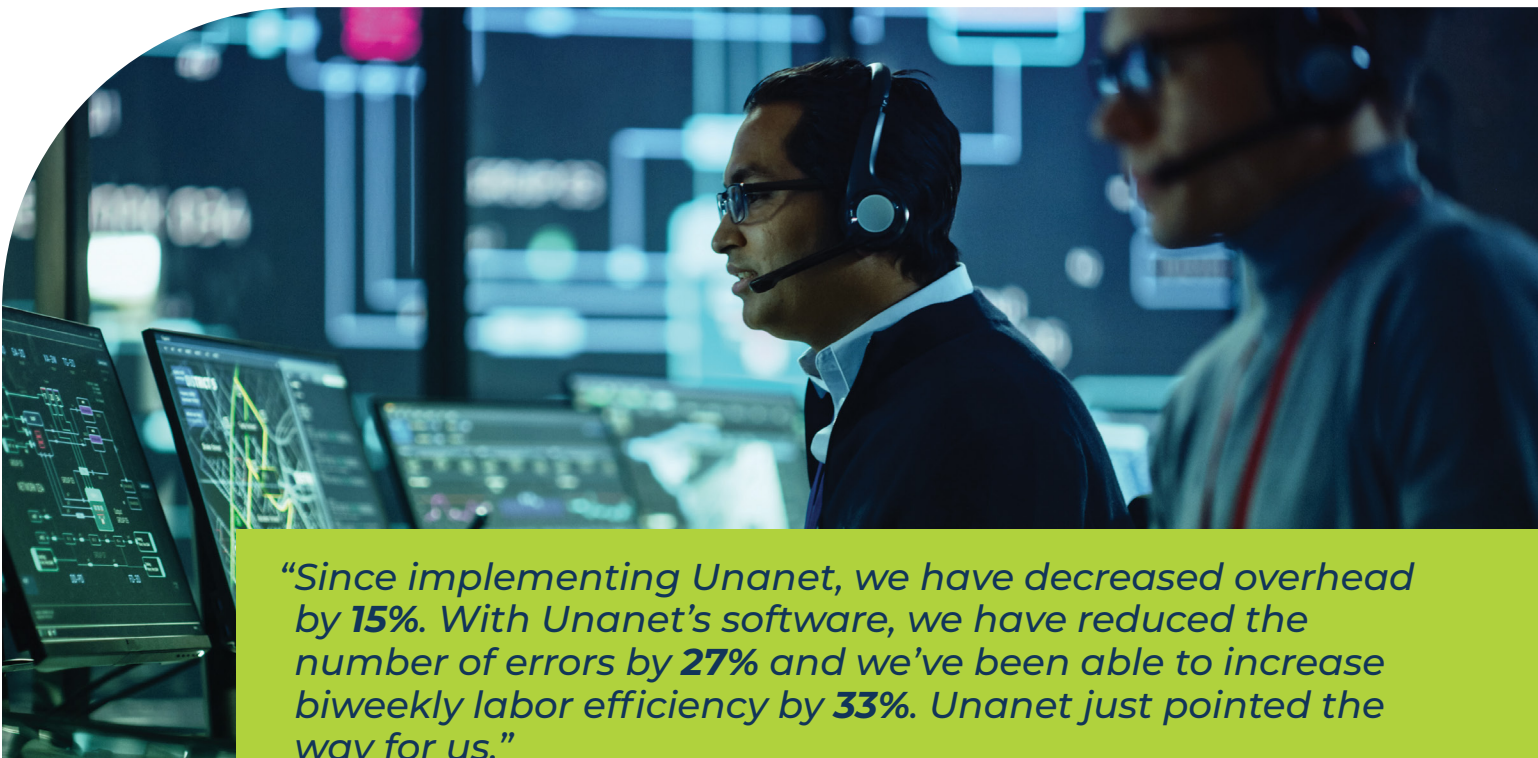
*"Since implementing Unanet, we have decreased overhead by **15%**. With Unanet's software, we have reduced the number of errors by **27%** and we've been able to increase biweekly labor efficiency by **33%**. Unanet just pointed the way for us."*

MATTHEW CHADWICK
DIRECTOR OF OPERATIONS, G2 OPS

GRIFFISS INSTITUTE ACHIEVES GREATER INSIGHT WITH A NEW FINANCIAL SYSTEM

GRIFFISS INSTITUTE

ORGANIZATION PROFILE
The Griffiss Institute is an independent 501(c)(3) entity that advocates and facilitates cooperation between private industry, academia and government in developing solutions to critical cyber security problems. Headquartered in Rome, N.Y., it has about 50 employees.

MOTIVATION FOR SEEKING A NEW ERP SOLUTION
Spreadsheet chaos, compliance concerns

Challenges

As a rapidly expanding non-profit, the Griffiss Institute found itself running into the same roadblocks on a regular basis. Its homegrown ERP system was built on a series of disparate spreadsheets which provided little insight into the state of their business. With the steady rate of growth Griffiss Institute was experiencing, they needed a system to expand with them. With 50 users, managing their projects, people and financials was difficult and time-consuming.

Among the specific issues that were frustrating the organization:

• No financial insight; indirect rates were not being calculated.

• Disparate homegrown systems were cumbersome and led to multiple, conflicting versions of the state of the business.

• Employee management relied on a mix of timesheets and expense reports in spreadsheets, and a third-party timekeeping system.

• Use of an Excel-based project management system resulted in a fragmented and manual invoicing system; five hours were needed to process each invoice.

• The number of government contracts had quadrupled, driving a need for a more efficient system to support Defense Contract Audit Agency (DCAA) compliance.

The ERP Solution for Griffiss Institute

Realizing that transformation required the right tools, the Griffiss Institute, a non-profit, invested in Unanet's Project Portfolio Financials solution. They now have a single solution for projects, people and financials, with support for DCAA compliance and real-time data reporting capabilities.

Unanet | GovCon

Impact

After implementing Unanet, Griffiss Institute:

1. Achieved stronger financial control of both their organization and projects.

2. Has seen significant gains in productivity and accuracy across the company.

3. Makes data-driven decisions quickly.

4. Can quickly calculate indirect rates.

5. Is better equipped to manage their employees' time and expenses.

6. Streamlined their project management efforts on both internal and external projects by utilizing industry best practices intrinsic to Unanet Financials.

7. Generates invoices at the rate of 5 minutes per invoice, a drop from the previous 5 hours per invoice.

8. Has DCAA-compliant procedures and policies in place that will grow with them.

Using Unanet, the Griffiss Institute generates invoices at the rate of **5 minutes per invoice**, a drop from the previous 5 hours per invoice

XGILITY IMPLEMENTS UNANET PROJECT PORTFOLIO FINANCIALS TO IMPROVE PERFORMANCE

XGILITY
AN AIS COMPANY

ORGANIZATION PROFILE
Xgility provides consulting and other technology services to commercial, nonprofit and federal, state and local government agencies. It is based in Ashburn, Va., and has about 50 employees.

MOTIVATION FOR SEEKING A NEW ERP SOLUTION
Spreadsheet chaos, compliance concerns

Challenges

With 50 team members, Xgility needed an ERP system that would support their organization, while allowing them to better streamline their operations as they continued providing world-class service to their clients. The firm's Deltek GCS system was being sunset, so they were searching for a new and more efficient solution. Among their biggest headaches:

- Frequent difficulties with routine finance tasks.

- Many tasks had to be performed outside the system.

- Their existing module was unable to handle expenses.

- Their business system did not adequately serve the commercial side of their organization.

The ERP Solution for Xgility

Xgility considered both Unanet ERP GovCon and Deltek Costpoint and determined that Costpoint had a much higher total cost of ownership. Additionally, they had experienced issues with their previous Deltek implementation and had customer support concerns with Deltek.

Xgility made the switch from Deltek to Unanet ERP GovCon with Project Portfolio Financials to streamline internal operations and improve their financial processes. They now have a single solution for projects, people and financials with real-time data reporting capabilities.

Unanet | GovCon

Impact

The benefits Xgility is reaping as a result of migrating to Unanet ERP GovCon include:

1. Saved $100,000 in the first year alone.

2. Savings of approximately $3,500 in administrative cost each month on processing.

3. Began to realize ROI on their Unanet investment within 3 months.

4. Automation of many previously manual tasks, and the system's ease of use, are providing the firm with more time for strategic efforts.

5. A seamless implementation came in under-budget.

6. Smooth month-end processing.

7. Went from 12 hours for their invoice cycle to 30 minutes in Unanet.

8. Is finally able to easily produce reports necessary to manage their projects.

9. Was able to implement process improvements that affect the entire company.

With Unanet ERP GovCon, XGility:

- Saved **$100,000** in the first year alone.

- Saves **$3,500** in administrative cost each month on processing.

- Began to realize ROI on their Unanet investment within 3 months.

- Cut invoice cycle from 12 hours to **30 minutes**.

iNOVEX ACHIEVES COMPLIANCE AND SCALABILITY WITH UNANET FINANCIALS

*i*Novex

ORGANIZATION PROFILE
iNovex is a veteran-owned small business that provides IT consulting, engineering, development, and integration services to public and private sector clients. It is headquartered in Hanover, Md., and has about 100 employees.

MOTIVATION FOR SEEKING A NEW ERP SOLUTION
Facilitating growth and efficiency

Challenges

iNovex needed a system that could scale with company growth and support compliance, including a strong audit trail. They wanted to focus on integrating people into a system, not on integrating systems. The amount of company growth in the last four years made it necessary to find a system with scalability, and working in the government contracting space required them to be DCAA-compliant. The firm's reliance on legacy systems presented a range of problems, including:

- Duplication of efforts. People were spending an unnecessary amount of time on adjustments.

- Poor user adoption due to system complexity, poor user experience and multiple interfaces.

- Difficulty implementing controls to ensure compliance, segregation of duties and an accessible audit trail.

- Difficulty managing multiple highly-complex Excel spreadsheets to address functionality gaps in their accounting system.

- Their legacy software (QuickBooks) couldn't scale and offer the performance and stability they needed

- Project managers were struggling to make data-driven decisions.

The ERP Solution for iNovex

iNovex implemented Unanet Project Portfolio Financials with support from Unanet's Professional Services team. Unanet's integrated solution for people, projects and financials provided visibility and access to project managers and allowed the firm's finance department to focus on transforming the business and not just transactions.

Unanet | GovCon

Impact

Since implementing Unanet ERP GovCon's Project Portfolio Financials, iNovex:

1. Saves 5 days in the close each month due to time saved on payroll, invoicing, and any adjustments.

2. Experiences time savings in processing payroll. Processes that once took 90 minutes now take just 30 due to single-system capabilities.

3. Has eliminated complex unbilled Excel spreadsheets altogether.

4. No longer requires a separate application for calculation of indirect rates.

5. Can focus on more advanced reporting, and empowering and arming its project managers with reporting.

6. Is utilizing a role-based approach to place internal controls for compliance.

7. Associates documents with transactions for a smooth audit and less manual effort.

8. Relies on the integration and visibility of the system, so there is an added diligence and no need to adjust and reconcile in multiple systems.

9. Has successfully completed a DCAA Change in Accounting System Review (SF1408).

With Unanet, iNovex Information Systems:

- Saves **5 days** in the close each month due to time saved on payroll, invoicing and adjustments

- Executes certain payroll processes in **30 minutes** instead of 90

Why QuickBooks Doesn't Cut It for Growing GovCons

A company can get by just fine using generic off-the-shelf software like QuickBooks when they're just establishing themselves, when they're operating on a tight tech budget and their data is simple to manage. But once they start to mature, once their workforces, ambitions and revenues start to grow significantly, many find that QuickBooks can no longer keep up with their needs, and in some cases, may actually hamper their growth.

The limitations of QuickBooks, along with a desire to find an ERP solution powerful and flexible enough to scale with them, prompted organizations like G2 Ops, the Griffiss Institute, iNovex, Solidus and the Rehancement Group to abandon their big-brand, off-the-shelf financial and accounting software in favor of Unanet ERP GovCon. For G2 Ops, the move was motivated chiefly by compliance concerns. In the case of the Griffiss Institute, having to use disparate spreadsheets made managing their projects, people and financials a time-consuming hassle. A lack of real-time visibility into projects, and a heavy reliance on repetitive, error-prone, paper- and time-intensive processes, were stifling productivity and growth. That all changed once they made the switch.

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BCT PARTNERS BOOSTS EFFICIENCY WITH UNANET FINANCIALS

BCT PARTNERS
Your Partner in Solutions that Matter

ORGANIZATION PROFILE
BCT Partners provides program management, research and evaluation, technical assistance and information technology services, specializing in housing and community development, economic development, workforce development, children and families, education and health. It is based in Newark, N.J., and has about 100 employees.

MOTIVATION FOR SEEKING A NEW ERP SOLUTION
Facilitating growth and efficiency

Challenges

BCT Partners needed a full project-based ERP system that would be user-friendly. They also wanted a solution that would provide real-time data in one system. Their Deltek GCS system was creating ongoing roadblocks and inefficiencies for the firm and its 90 users, including:

- An inability to view and compare different financial periods.

- Having a legacy system without real-time data caused delays in the decision-making process.

- Clunky processes, duplication of effort and redundancy of data entry.

The ERP Solution for BCT Partners

Already utilizing Unanet Project Portfolio, BCT Partners decided to move away from Deltek GCS, to Unanet Project Portfolio Financials Plus. Now the firm has a single solution for projects, people and financials with real-time data reporting capabilities. The new system allows them to make better-informed, data-driven decisions. What's more, the firm got a system that continues to evolve and expand, taking customer suggestions for product enhancements into account.

Unanet | GovCon

Impact

Since implementing Unanet, BCT Partners has seen significant gains in productivity and efficiencies across the company, among them:

1. All contract documents now reside in a single repository, simplifying document management.

2. Posting to the general ledger doesn't require kicking others out of the system.

3. The ability to create real-time reports for management.

4. The ability to compare previous financials periods to determine productivity and profitability, leading to more informed decisions regarding future projects.

5. All information resides in a single system, eliminating duplicate data entry efforts and maintaining accuracy in all reports.

6. Improved operations processes and streamlined procedures to ensure continued efficiency.

7. Completing payroll is easy with a smooth integration between Unanet ERP GovCon and their preferred payroll system.

Switching to Unanet from Deltek: There's a Trend Here

G2 Ops. Xgility. BCT Partners. Sev1Tech. The Rehancement Group. BlueHalo. As varied as these companies are in workforce size, customer base, revenue and product-and-service menu, they have one thing in common: They all are government contractors who decided to switch from a Deltek ERP product to Unanet ERP GovCon.

From small firms with under 50 employees to large ones with more than 1,000 employees, we're seeing a surge in companies moving to Unanet from Deltek. These are organizations whose experience using a Deltek ERP product evidently drove them to seek an ERP solution that would better meet the needs of their business, whether the decision came down to an issue with the solution functionality, usability, cost or vendor service and support. Fully one-third of Unanet customers made the switch from another ERP provider such as Deltek. What's more, Unanet wins seven out of every 10 times it goes head-to-head with Deltek in vying for a customer's ERP business.

There's no truer measure of quality than user experience. And in independent rankings of project-based ERP products from the buyer discovery platform G2 based on user reviews, Unanet consistently ranks above Deltek and others in the field in a wide range of categories. In fact, users rated Unanet ERP GovCon higher than Deltek Costpoint in all nine of G2's user satisfaction categories. That includes "likelihood to recommend," "meets requirements," "user adoption," "product going in right direction," "ease of doing business with," "quality of support," "ease of admin," "ease of setup," "ease of use" and Net Promoter Score (NPS). If you're not familiar with the NPS metric, it's a measure of how likely a customer would be to recommend a product or company to someone else.

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SOLIDUS STREAMLINES PROCESSES WITH UNANET FINANCIALS & PAYROLL NETWORK

SOLIDUS

ORGANIZATION PROFILE
Solidus Technical Solutions is a software and systems engineering and development contract personnel services firm. Based in Lexington, Mass., it is a small, woman- and veteran-owned business with about 75 employees.

MOTIVATION FOR SEEKING A NEW ERP SOLUTION
Strengthening compliance, fueling growth and finding a true technology partner

Challenges

A growth-minded and compliance-focused firm, Solidus found that its legacy systems were hampering the company on both fronts. Specifically, the firm and its employees:

- Wasted many hours manually moving information between multiple disparate systems.

- Had no system checks to identify discrepancies or data errors.

- Did not receive an adequate level of customer service from its legacy software vendors, and were constantly put on hold at crucial troubleshooting moments.

- Ran payroll and expenses separately on a biweekly basis.

- Needed better integrated systems that would allow them to scale.

The ERP Solution for Griffiss Institute

Solidus implemented Unanet ERP GovCon's Financials together with Payroll Network software to consolidate data from four systems to two and automate processes. Payroll Network is a leading provider of payroll and HR solutions to government contractors.

Unanet | GovCon

Impact

As a result of implementing Unanet ERP GovCon, Solidus:

1. Saves time and manual effort with a more cohesive process.

2. Increased efficiency with a direct link between systems.

3. Runs biweekly payroll and expenses at the same time, leaving more time in the off-week for other work.

4. Receives daily status messages alerting admins to any data discrepancies between systems.

5. Manages time better with quick responses from customer service representatives.

6. Reduced risk of manual errors.

7. Easily ties out labor distribution reports between Unanet and Payroll Network.

8. Can now electronically onboard new hires. They can submit paperless W-4, I-9, direct deposit and other required documents.

9. Enables employees to complete benefits open enrollment and ongoing management through online self-service.

Turbocharge Your Digital Transformation With Open Integrations

No longer do government contracting firms have to struggle trying to integrate their favorite software and apps to create a seamless digital infrastructure. Instead, as firms like BCT Partners and BlueHalo are demonstrating, they can build a fully integrated end-to-end digital ecosystem with prebuilt software integrations from the Unanet Connect marketplace.

All the building blocks for a digital ecosystem are there — more than 150 prebuilt connectors to the most popular best-in-class business applications, including Flowtrac, Paylocity, ADP, SAP, Concur, SalesForce, Slack, Netsuite, OpenAsset and HubSpot, to name a few. The marketplace covers the full spectrum of business needs, with ready-to-implement integrations for CRM, HRIS, financials, project, payroll, contract management, inventory, expense, time, payments, productivity and more.

These robust integrations enable companies easily and quickly connect their favorite software and apps to their ERP systems, without the headache of complex coding. They stand up quickly and elegantly, and sync effortlessly across platforms. The result: greater **automation** across the organization, along with improved **collaboration**, enabling your teams to work from a single source of truth and around a central set of KPIs, and increased **productivity**, because the more integrated your systems, processes and software are, the less time your people will spend on redundant data entry, fixing data errors, etc., and the more time they'll have to focus on activities that bring value to your organization.

If you believe that every organization deserves access to best-in-breed digital tools to help it run more efficiently and profitably, and if you view certain apps as indispensable to the success of your organization and its people, then it's time to take a closer look at integrations.

SEV1TECH GROWS AND BRINGS TWO COMPANIES TOGETHER WITH UNANET

SEV1TECH
EMPLOYEE-CENTRIC. MISSION-FOCUSED.

ORGANIZATION PROFILE
Sev1Tech provides IT modernization, cybersecurity, cloud, engineering, fielding, training, and program support services for U.S. government agencies and major commercial organizations. Headquartered in Woodbridge, Va., it also has offices in Aberdeen, Md., Eatontown, N.J., and Colorado Springs and Denver, Colo. The company employs more than 800 people.

MOTIVATION FOR SEEKING A NEW ERP SOLUTION
Strengthening compliance, fueling growth and finding a true technology partner

Challenges

Fresh off the acquisition of a much larger company, Sev1Tech needed an ERP system that would enable it to scale quickly and fulfill its growth strategy. But company decision-makers had doubts about sticking with a Deltek ERP product because:

- They questioned its ability to incorporate and manage a larger proportion of cost-plus projects.

- They struggled to enforce new employee rules and compliance requirements.

- They believed the product would be challenged to deliver the greater efficiencies and streamlined processes the firm needed to properly manage more data in the system.

The ERP Solution for Cygnus Sev1Tech

After acquiring another company more than twice their size, Sev1Tech decided to manage both entities in Unanet. They moved all new employee and project data from Deltek Costpoint to Unanet Financials, and with that came many new requirements around Cost Plus projects and OCONUS (outside the contiguous United States) work. Unanet allows Sev1Tech to automate rules to enforce these requirements while maintaining existing process efficiencies.

Unanet | GovCon

Impact

After implementing and expanding Unanet Financials, Sev1Tech:

- Seamlessly incorporated the acquired company into their Unanet system.

- Manages new cost-plus projects with visibility into real-time data.

- Automatically enforces OCONUS travel rules, saving time and reducing errors.

"We are glad we went with Unanet, and feedback from the new invoicing staff reinforced that we made the right decision."

JAMIE FLYNN
VP FINANCE & ACCOUNTING, SEV1TECH
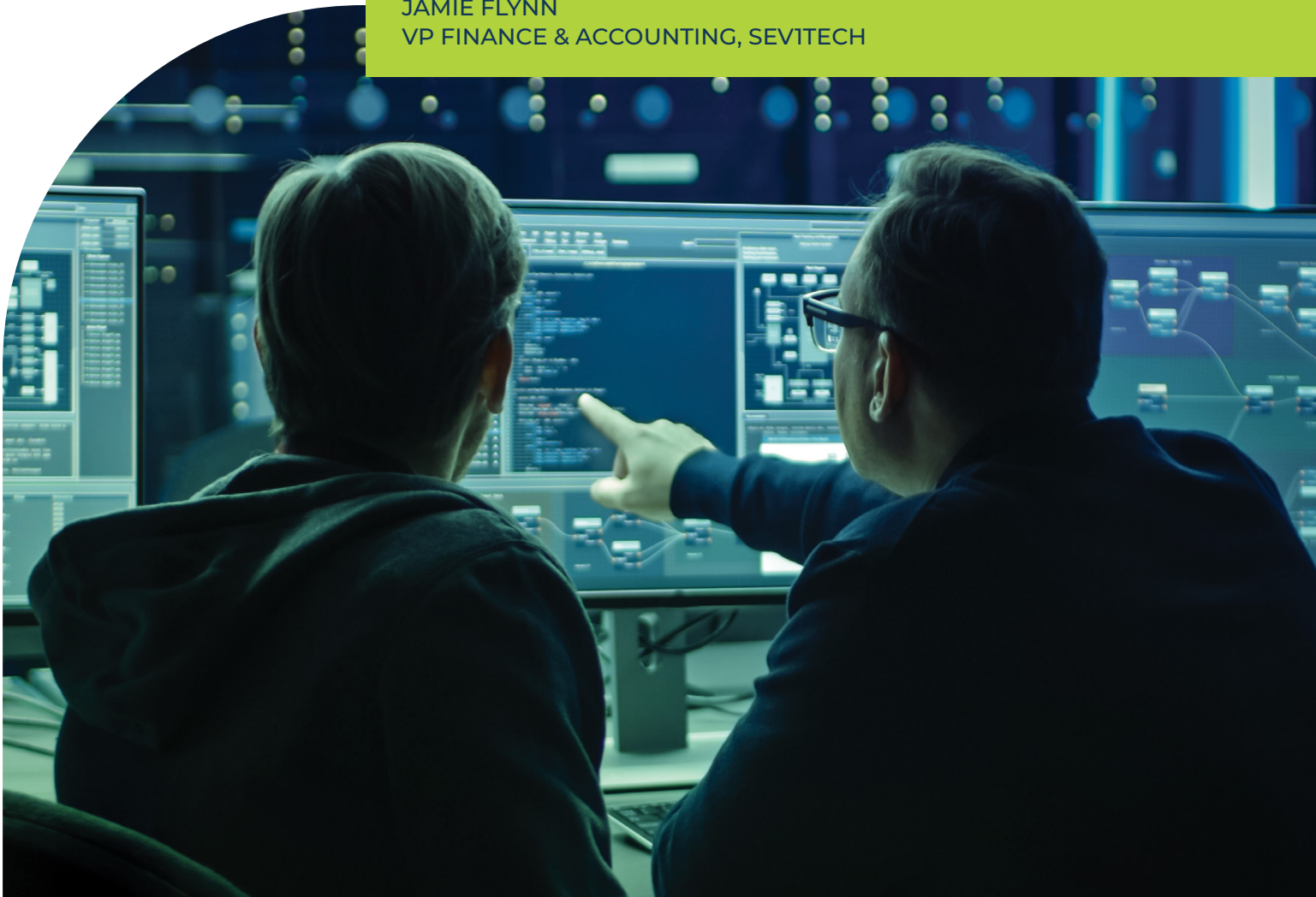
THE REHANCEMENT GROUP STREAMLINES THEIR BUSINESS WITH UNANET

TRG | THE REHANCEMENT GROUP

ORGANIZATION PROFILE
Headquartered in McLean, Va., the Rehancement Group provides management consulting services to public and private sector clients. It employs about 125 people.

MOTIVATION FOR SEEKING A NEW ERP SOLUTION
Strengthening compliance, fueling growth and finding a true technology partner

Challenges

The Rehancement Group had been using Deltek's GCS product before moving to Deltek Costpoint. They found Costpoint cumbersome and very difficult to use. Specifically:

- The basic financials the firm needed on a regular basis were time-consuming to gather.

- Members of the management team were unable to quickly and efficiently grab the data they needed or to generate reports in real-time, which ultimately hindered their business..

- Costpoint lacked the project management capabilities that the firm needed.

- Deltek fell short as a true technology partner who could help the Rehancement Group succeed.

- The firm lacked critical data needed to make well-informed decisions.

The ERP Solution for Xgility

With 125 team members, the Rehancement Group needed an ERP system that would support the organization, while allowing them to better streamline their operations. After a careful evaluation process, firm decision-makers opted to abandon their Deltek system in favor of Unanet ERP GovCon.
They implemented Unanet's Project Portfolio Financials, including Purchasing capabilities, to streamline internal operations and drive efficiency. They now have a single solution for projects, people and financials with real-time data reporting capabilities.

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Impact

Unanet ERP GovCon began delivering benefits to the Rehancement Group soon after implementation, including:

1. Enabling the firm to automate many manual tasks..

2. The system's ease of use has provided the firm's financial, purchasing and accounting teams with more time and resources.

3. More accurate information is available to decision-makers sooner, allowing them to make quicker, better-informed decisions.

4. Firm agility has increased because all levels of the company are on the same page and have access to the reports and data they need.

5. The firm closes its books faster each month.

6. The ERP solution easily identifies data anomalies/issues and triages mistakes before they escalate into serious problems.

7. Faster invoicing keeps the income flowing. Clean, easily understandable invoices have cut cash cycle time. The firm now receives some customer payments in as few as 5 days.

8. Gaining a true technology partner who is invested in helping the firm succeed.

9. Unanet's automated processes proactively identify data issues.

"The visibility into our business has been transformative. We have the data and insight to really drive profit."

DAVID BAKER
PRESIDENT, THE REHANCEMENT GROUP

ARMED WITH POWERFUL ERP, GROWTH-FOCUSED GOVCON BLUEHALO INTEGRATES 11 COMPANIES INTO ONE, AIMS FOR $1 BILLION REVENUE MARK

BLUEHALO

ORGANIZATION PROFILE

BlueHalo provides products and services in the domains of space technology, space superiority, directed energy, counter-UAS, autonomy, and cyber, SIGINT and intelligence solutions. It was launched in 2020 with the merger of Aegis Technologies Group, Excivity, EMRC Heli, Applied Technologies Associates and Brilligent Solutions, and has over 1,300 employees in offices across the United States.

MOTIVATION FOR SEEKING A NEW ERP SOLUTION

Facilitating growth and efficiency

Challenges

When you're as active on the merger & acquisition (M&A) front as government contractor BlueHalo has been recently — it has acquired 10 companies in a little more than two years — you expect to inherit a patchwork of disparate systems, processes and technologies. You also figure to encounter significant difficulty in integrating all those moving parts into a single digital environment where data and insight flow unimpeded to people across the business, when, where and how they need it.

That's exactly the challenge BlueHalo CFO Robert Richards took on when he joined the company in late 2020. Specifically, he was tasked to bring multiple legacy enterprise resource planning (ERP) systems into a single, coherent, enterprise-wide whole, and to do so quickly, without disruption, to support the company as it integrated new employees, systems, customers, products, services and data on the fly.

"Some were on a Deltek Costpoint system. Some were on QuickBooks. Others were on PROCAS, and Deltek GCS. And some were on Unanet ERP GovCon," explains Richards. "What we needed was one core ERP system for the larger enterprise."

But not just any generic, off-the-shelf ERP product would do. BlueHalo needed its solution to map directly to the company's business processes, while also being flexible and scalable to keep pace with the company's ambitions to become a billion-dollar enterprise in short order. And perhaps most importantly, it needed to provide a superior user experience, with service and support to match the quality of the software itself.

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"Our goal is to be a billion-dollar enterprise. With Unanet ERP GovCon, we feel like we have a system that will grow and scale with us. It's a big win."

ROBERT RICHARDS
CFO, BLUEHALO

With various ERP systems in use across the BlueHalo ecosystem, the company's IT decision-making team had a unique opportunity to evaluate those systems side-by-side. Ultimately, they decided only one fit the bill: Unanet ERP GovCon.

The ERP Solution for BlueHalo

This wasn't Richards's first rodeo. In fact, he had overseen a similar ERP consolidation effort at his previous employer, a government contractor that, after a flurry of M&A activity, had integrated seven companies into one.

By the time Richards arrived at BlueHalo, the company already had selected Unanet ERP GovCon to serve as its digital financial backbone. His positive prior experience with Unanet ERP led him to immediately endorse that decision.

Unanet ERP GovCon went live within several months of Richards arriving at BlueHalo, in January 2021. Besides relying on the solution's core project-based financials capabilities, with advanced analytics capabilities and real-time dashboards, KPIs and other critical information, the company has been utilizing a number of other features and functionalities within Unanet ERP GovCon, including:

- The Unanet Subcontractor Portal for streamlined, automated subcontractor time entry and data collection.

- Unanet's project planning and forecasting functionalities to support real-time budget versus actuals management and reporting.

- Unanet contract management to give the company visibility and control of everything from project funding to contract modifications and statements of work.

- The Unanet Connect integrations marketplace for pre-built API connectors to enable Unanet ERP GovCon to integrate with other critical business software, including FlowTrac for managing the expanding product side of BlueHalo's business.

Impact

Unanet ERP GovCon began delivering benefits to BlueHalo soon after implementation, including:

- **Full data migration in 2 months, not 18.** A complicated integration and migration process that might take 12 to 18 months or more with other ERP systems, with countless hours of employee time along the way, took just two months to execute, saving BlueHalo staff hundreds of hours of implementation time. "Unanet ERP GovCon has facilitated the integration process much more effectively than some of the other ERP platforms that make data integration a real struggle," Richards observes.

- **One enterprise ERP system is doing the work of a dozen.** All the disparate data and processes that once resided within multiple ERP systems across 11 companies (Deltek Costpoint, QuickBooks, PROCAS, and Deltek GCS, among others) now have a single, secure and readily accessible home within Unanet ERP GovCon.

- **Compliance is a transparent, easy-to-manage endeavor.** Compliance, a potentially massive headache for a fast-growing, acquisition-minded firm, is straightforward thanks to Unanet's robust tools for managing compliance with DCAA and other complex government requirements.

- **Elevating the employee experience.** The employee/user experience with Unanet ERP GovCon far surpasses that of the legacy systems previously used by BlueHalo's recently acquired companies. "There's no comparison," says Richards. "For a people-focused, employee-driven company like ours, the employee experience is critical. With Unanet, we're optimizing the employee experience while being compliant."

- **Major improvements in project reporting and planning.** "Having the ability to use the project-management functions within Unanet to look both forward and backward makes a big difference for our project managers and our business," Richards says.

- **Superb visibility into and control over subcontractors.** With the ability to monitor and manage subK onboarding and billing through Unanet's Subcontractor Portal, BlueHalo can promptly bill out subK costs, while keeping real-time tabs on subK time and burn rate for each project, just as the firm does with its own employees. "The Unanet Subcontractor Portal has really streamlined how we collect time and expense data from our subs," Richards explains, "so we can bill those costs quickly, without having to chase down data or do a lot of manual data entry."

- **Second-to-none support.** "The access to support, reference materials and help documentation from Unanet is always fantastic," says Richards. "The YouTube videos, the content library, Unanet University — you can see the investment of resources by Unanet in building out content and giving people the reference materials they need to understand how to solve a problem. It's easy for them to find any piece of information they need. In my experience, that is not the case with other providers."

- **Easy integrations to build a seamless digital ecosystem.** BlueHalo has access to more than 100 prebuilt integrations with Unanet ERP GovCon via the Unanet Connect marketplace, enabling the company to build an entire integrated digital ecosystem around its ERP solution.

Full data migration took 2 months, not 18, saving BlueHalo staff hundreds of hours of implementation time.

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PROVEN PRACTICES: YOUR KEYS TO ERP SUCCESS

The best GovCon ERP outcomes don't happen by accident, but rather are the result of careful planning and sound decision-making. Here's a list of best practices and approaches that GovCon firms have found to be critical to their ERP success:

BEFORE CHOOSING YOUR NEW ERP SOLUTION

1. Prioritize a solution that is designed from the ground, up, for government contractors. With an ERP solution purpose-built for government contractors, and designed for project-based businesses, firms get a system that maps directly to its preferred processes, systems and workflows. This speeds the implementation/migration process on the front end and leads to much stronger user engagement.

2. Seek out a scalable ERP to match your growth strategy. As tall an order as integrating 11 companies into one was, it became a straightforward exercise for Blue Halo due to Unanet ERP GovCon's scalability, flexibility and integration-readiness. Unanet ERP GovCon helped expedite a process that other, more rigid ERP products likely would have hampered.

3. Look for a mobile-enabled ERP solution to support a field workforce. A mobile app is proving proven indispensable for field personnel, sparing them tedious, time-sucking paper-trafficking tasks.

4. Prioritize robust GovCon-tailored compliance tools. They're a must to reckon with the complexities of DCAA and other regulatory reporting responsibilities.

5. Commit to doing the upfront work. Don't cut corners in the due diligence process. Evaluate multiple solutions, validate data, map your processes, gather feedback, consider factors like total cost of ownership, and test-drive the software prior to making a decision.

6. Be inclusive and collaborative in the ERP selection and implementation processes. When all relevant facets of the business — IT, HR, business development, operations, project management, etc. — have a voice in ERP evaluation and selection, outcomes tend to be better.

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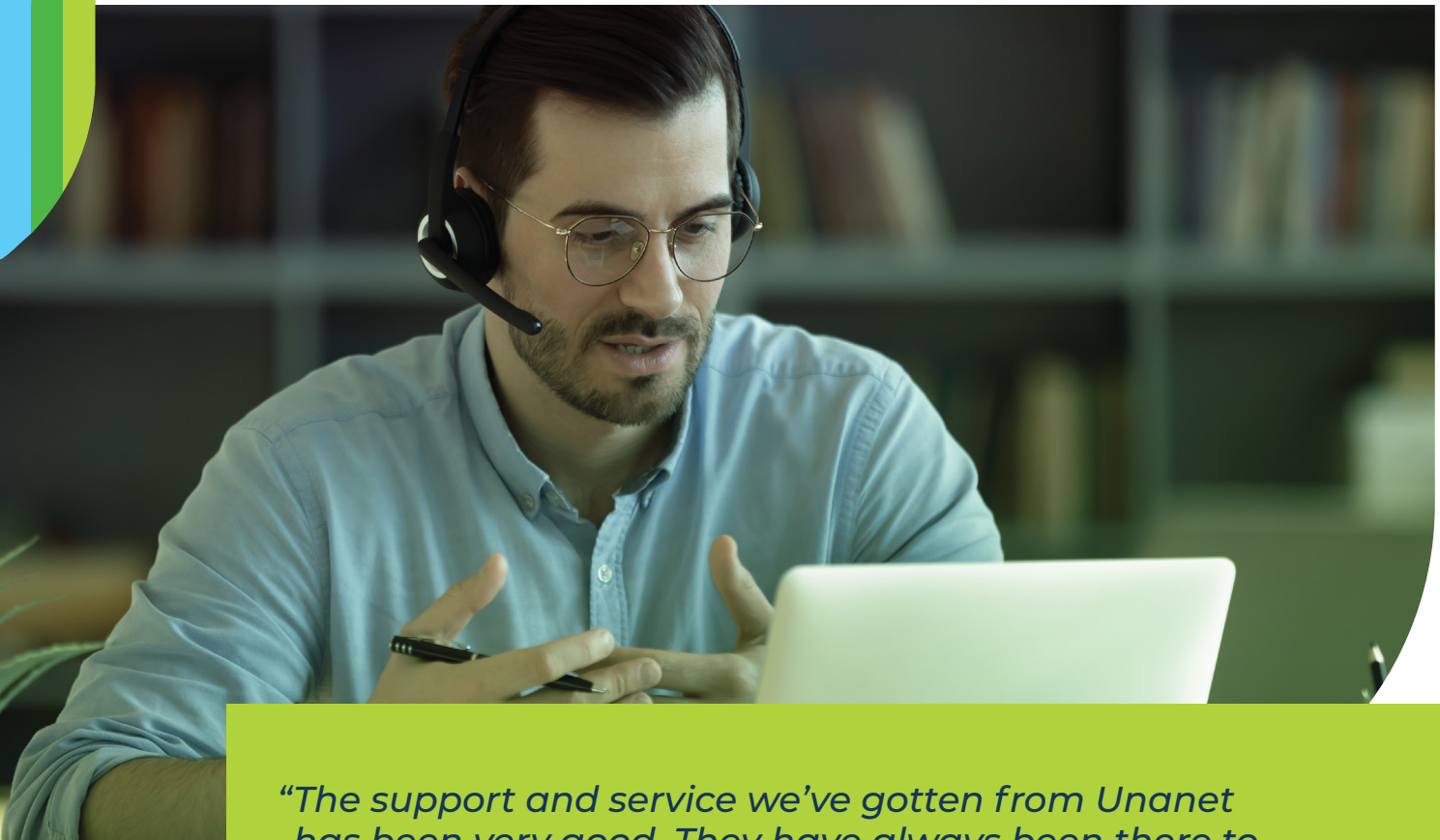
"The support and service we've gotten from Unanet has been very good. They have always been there to answer questions and help us work through an issue."

7. Seek a solution that accommodates multiple revenue recognition models. A high level of versatility and flexibility are critical to competing and meeting compliance responsibilities.

8. Look for an ERP solution that comes with open integrations. With the ability to seamlessly connect an ERP system with other key systems (CRM, payroll, etc.) via pre-built application connectors (integrations), a firm can build a digital ecosystem in which data and insight flow effortlessly across the business.

9. Don't settle for a lengthy 12-18 month integration/migration timeline when it can be done much faster. BlueHalo could plan for and keep to an aggressive implementation timeline because it has a purpose-built ERP solution that maps directly to a government contractor's project-based workflows, processes and systems.

10. Find a provider who treats you like a true partner. Strong ongoing support from the company providing your ERP solution is as important as the solution itself. As complicated an undertaking as an ERP implementation can be, countless GovCon firms have found that having a consultative partner to guide them every step of the way is critical to a positive outcome.

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DURING AND AFTER IMPLEMENTATION

1. **Take a methodical approach to implementation.** Company ran its legacy and new systems concurrently for several months, just to be sure it was covered during implementation.

2. **Thoughtfully manage change around the ERP initiative.** Communicate and communicate some more, ensuring people understand the "why" and "how" behind the initiative — why you chose the software you did and how it will improve employees' workflow.

3. **Make process automation a top priority.** Doing away with manual data-management and spreadsheet-heavy processes saves mountains of time and frees people for pursuits that add value to the business.

4. **Take full advantage of support and educational resources.** An ERP solution is only as good as the support that stands behind that solution. Unanet's multimedia resource base is a big part of why BlueHalo is seeing much stronger user engagement and overall positive employee experience with its ERP.

5. **Encourage self-sufficiency as part of the training process.** Motivate people to explore the software and learn how to use tools/functionalities, and also let them know support resources are readily accessible should they need them. To boost user adoption, provide plentiful, ongoing training opportunities (one-on-one and in small groups), plus information sessions for people to ask questions and air concerns.

6. **Measure and document.** Establish and closely monitor KPIs to gauge the impact of the ERP.

7. **Give feedback to your ERP provider.** The best software providers not only value and welcome feedback and input from their customers, they act upon it, realizing it's a great source of insight to strengthen products and processes.

UNANET SOFTWARE FOR GOVERNMENT CONTRACTORS:
BEST-IN-CLASS SOLUTIONS, BUILT FOR GROWTH

When it comes to business software, whether it's an ERP system, a CRM (customer relationship management) offering or any other digital system that's key to the success of an organization, it's only a "solution" if it helps firms and their people solve their business problems, maximize their resources and meet their business objectives.

Unanet's ERP and CRM solutions deliver on all those counts. Here's a closer look at what makes them true assets to businesses in the government contracting world and elsewhere.

UNANET ERP GOVCON

For close to three decades, Unanet ERP for Government Contractors has provided firms with perfect clarity and total control over day-to-day operations as well as forecasting and planning. Purpose-built in-house by GovCon professionals, Unanet is the only native integrated cloud ERP solution built from the ground, up, to serve this unique market. Unanet is a single-source solution that integrates Professional Services Automation (PSA) and Project Portfolio Management (PPM) software with Financials to help organizations reliably plan, track and manage projects and people. Here's why more government contracting firms are moving to Unanet ERP GovCon:

- **A single platform:** One Integrated, purpose-built platform for the entire project lifecycle.

- **Reporting and compliance:** Greater clarity, control, and insight through real-time, custom reports and dashboards. Your business is too important to expose to risk. Unanet ERP GovCon enables government contractors to not only deliver services and projects efficiently, but also meet the Defense Contract Audit Agency (DCAA) guidelines, security standards (CMMC), and other compliance criteria. Our built-in controls and automated reporting reduce risk and give you the ability to win more business.

- **Project management:** Leave spreadsheet chaos behind with a single source for all your project data. Unanet Project Management delivers visibility and control to drive better decision-making and business growth, with centralized project management capabilities and resource scheduling.

- **Analytics:** Real-time information is critical to effective management of project-based organizations. Unanet's robust dashboards and reports guide good business decisions.

- **Forecast and plan resources:** With Unanet Project Management, this unified set of capabilities provides improved resource allocation, proactive management, and increased accuracy that keep you aligned with business growth and allow you to plan for the future.

- **Financials:** A comprehensive suite of capabilities to enable firms to take control of their direct and indirect costs, and eliminate inefficiencies along the way. Users gain the power to easily make inter-company transactions and share resources between multiple legal entities through robust planning and scheduling tools, accurate revenue attribution and cost assignment, and rich consolidation and elimination functionality.

Standout Customer Support and Resources

We've long known that with strong support and rich education and training resources, available from the very first engagement, our GovCon customers are bound to realize ROI on their ERP or CRM investments much sooner, and enjoy a better overall customer and user experience. From easy-to-access training and educational resources to an extensive library of published and video content, our customers have all they need to get the most from their ERP and CRM systems.

Unanet University offers role-based training content across multiple tracks for gaining a deeper understanding of our software, all available on-demand, from public Instructor-led classes, to self-paced/self-guided learning, webinars, videos and interactive simulations. Here's where to learn about exciting new features, experiment without impacting your own system and earn certifications.

The Unanet New Customer Experience Portal is a forum for customers to share best practices and access learning resources, support tickets and suggestions.

A robust library of case studies, white papers and videos, for easy-to-digest insight and information, direct from our customers and our in-house subject-matter experts.

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- **Track time and expenses:** Compliance is built-in, and robust auditing features have made Unanet time tracking and expense reporting software the best option for government contractors. The Unanet Mobile App provides simple and easy time entry, accessibility and compliance, all from the palm of your hand.

- **Contract management:** Access, monitor and manage all your contract information in one central location, in real time. Unanet Contractor Management enables firms to initiate and monitor contracts with confidence, track modifications, and have visibility across projects and across the organization.

- **Subcontractor management:** Prime contractors gain a modern way to monitor and manage subcontractors and changing requirements, minus the hassle of manual processes and siloed legacy systems. Unanet's Subcontractor Management Portal simplifies onboarding and enables firms to earn cash faster and increase profit, with increased compliance confidence.

- **Integrations:** Unanet Connect is a first-of-its-kind marketplace for firms to find over 100 prebuilt connectors to best-in-class applications that seamlessly integrate with their ERP, from payroll/HRIS systems to credit cards and CRM systems.

- **Security:** Integrated capabilities to support relevant technical requirements, including CMMC security regulations.

- **Customer service:** Award-winning and industry-leading customer service is with you every step of the way.

- **Product updates:** We consistently update our solutions to get you where you want to go, faster, with multiple releases per year.

- **Customer-led innovation:** By collaborating with our customers, our solutions lead the industry in ease-of-use and accessibility.

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UNANET CRM GOVCON

For your organization to consistently win new business, it must be customer-focused and keep business development at the heart of your organization. Unanet CRM is purpose-built to give GovCon business developers, marketers and executives the tools they need to find the right opportunities, win better business, grow revenue and increase profitability.

Unanet CRM for GovCon goes beyond a generic CRM, arming firms and their business development leaders with the tools to:

- **Win more business.** Identify and mobilize around opportunities you are well-positioned to win. Grow your business with greater insights into a pipeline, informed by project performance.

- **Strategically plan pursuits with powerful market intel.** Unanet CRM for GovCon delivers early market intelligence data powered by GovTribe. Search opportunities and identify current solicitations — down to the specific dates, requirements, and estimated award value — then work the opportunities and deliver award-winning proposals that reflect deep insight and past performance. Plan and forecast phantom, bid and firm projects to create accurate projections of indirect rates and resource requirements. After a project is awarded, you can manage it with Unanet ERP, seamlessly connecting your project and pursuit data and eliminating roadblocks.

- **Create winning proposals.** Your proposals get out the door faster when business development can glean the most accurate information quickly for bid-winning responses.

- **Drive operational efficiencies.** Gain productivity by moving teams from siloed data and processes to automated insights and workflows. Empower teams to work seamlessly together across the organization.

- **Design a predictable revenue model.** See future spend and resource requirements and build meaningful pipeline. Utilize accurate financial forecasts with unparalleled insights into revenue and indirect rates.
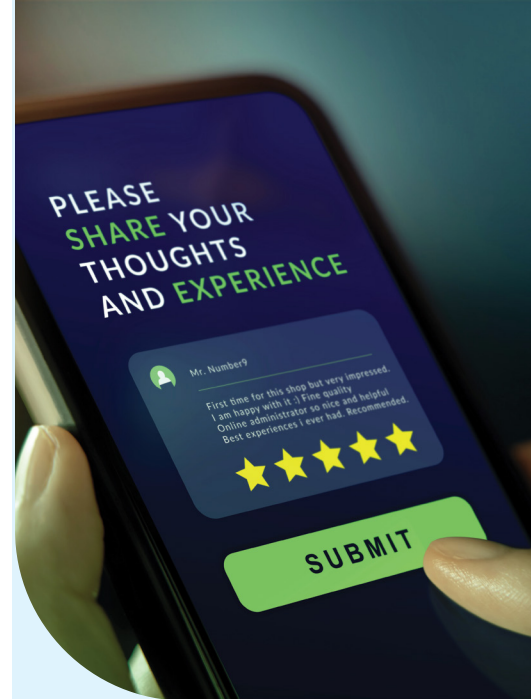
Where Customer Feedback Comes to Life

We'll let you in on a little secret: Some of the most popular capabilities, features and tools within Unanet software started as ideas from our customers.

It's this spirit of co-innovation with customers that drives Unanet to continually seek ways to expand, strengthen and refine our software. Through the direct feedback loop that connects Unanet and our customers, we don't just solicit input and ideas, we listen and act upon them. There's no better source of insight into the user experience than users themselves, which is why we encourage our customers not to be shy about sharing their wish lists, their must-haves and, yes, their constructive criticisms. One example: the Unanet First Look Program, which enables customers to participate in and provide feedback throughout the development process via surveys, interviews, focus groups, design reviews and usability tests.

TAKING THE NEXT STEP

If there's one message to take away from the case studies you've just read, it's that government contracting firms do have the power to raise their game, simply by finding and implementing the right ERP solution.

As these stories make clear, there is a strong business case for setting aside all those spreadsheets, that patchwork of clunky legacy software and cumbersome processes, in favor of a modern ERP system that's purpose-built for a firm like yours. Now it's just a matter of making a decision that's best for your business and the people who power it.

To learn more about Unanet ERP GovCon and what a purpose-built ERP solution can do for your government contracting business, contact us at https://unanet.com/contact-sales/.

Unanet

Unanet is a leading provider of project-based ERP and CRM solutions purpose-built for Government Contractors. More than 3,400 project-driven organizations depend on Unanet to turn their information into actionable insights, drive better decision-making, and accelerate business growth. All backed by a people-centered team invested in the success of your projects, people, and financials.

For more government contracting resources, **visit www.unanet.com.**

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