Unanet ERP GovCon | **CASE STUDY**

How a Large Engineering Services Firm Doubled Back Office Productivity with Unanet

In 2016, this large customer was using an ERP system on the brink of obsolescence. Custom-built on older technology, it struggled under the weight of the firm's growth and complexity, unable to scale or meet the company's expanding needs. The system had multiple manual processes, limited reporting capabilities, and was not user-friendly. Additionally, the system did not provide real-time data or integration with other critical business systems.

Why Unanet

The Finance and Application Development teams sought a modern solution that could offer not just scalability but customization to meet very specific reporting and operational needs. Unanet stood out for its deep expertise and willingness to adapt, qualities that mirrored the company's ethos and approach.

The Solution

The transition to Unanet began in March 2016, with the system going live in 2017. It was a colossal undertaking due to the challenges of data migration and training. However, the pain was worth it. Unanet's flexible ledger, cost pools, and configuration capabilities provided the customizability the company needed, significantly impacting financial processes.

> *New challenges required a modern solution, so we reviewed several software options. Our decision to move forward with Unanet was due in part to the excellent customer service and rapport established with their team."*
>
> **Sr. Manager**
> Application Development and Support

Adopting Full Financials Right Away

They deployed more than just time and expense modules; they transitioned completely into Unanet's financial platform. This was a major step since the software now covered nearly all core business operations functions from measuring billable hours to financial statements.

Push for Innovation

Over the years, Unanet has developed a close partnership with this company – aligning on and developing features that help them and the broader Unanet customer base. This includes advancements in reporting, analytics, multi-entity functions, and project configuration.

Through continuous collaboration, Unanet and the customer have evolved and align more closely with the company's growing needs and the demanding nature of government contractors.

Results

Scalability and Reliability: The customer has doubled its workforce without needing to proportionally increase its back office staff, thanks in part to Unanet's scalable solution.

Enhanced Decision Making: Better access to data, supported by heavily utilized DataLake and custom reports, enabled faster, more informed business decisions.

Increased User Satisfaction: Transitioning from an outdated system to Unanet's reliable and user-friendly platform significantly boosted user satisfaction rates among staff.

Partnership: The customer values its partnership with Unanet, citing their open communication and responsive development as key to addressing their evolving needs.

Conclusion

Navigating the challenges of digital transformation, the customer leveraged Unanet to not just survive but thrive amid rapid growth and industry evolution. The case of the customer reaffirms the critical role of flexible, scalable ERP solutions in empowering companies to meet current demands while positioning themselves for future opportunities.

The customer's story is a testament to the transformative power of the right ERP partner, one that not only meets the business's complex needs but grows with it, fostering unique ways to expand both businesses together and solve bigger problems.

Unanet

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