



erp for
professional
services
organisations

Maconomy creates a natural relationship between people and processes in Professional Services Organisations. We provide the basis for overview, follow-up and decision-making in a way which ensures human as well as financial gain.

maconomy
don't waste

imagine ...

Imagine that everyone in your organisation has the same, up-to-date information. Imagine less duplication of work, fewer errors and better, faster and more fact-based decisions. Imagine managing all information real-time and breaking down internal boundaries to simplify and automate business processes.

You are imagining ERP for Professional Services Organisations.

Imagine only getting the **right clients** on board and **improving profitability** on each client

Imagine being able to leverage and grow your **talents**

Imagine **spotting under- and over-utilisation** in time to act

Imagine being in **control of project** deadlines and deliverables and having full **visibility** of project profitability

Imagine proactively being able to **balance your portfolio of products** and services

Imagine being able to **capture and share knowledge** across your business

Imagine **freeing up working capital** from your operations

Imagine having **efficient internal processes** to ensure that you **don't waste** time, money or talent

Imagine ensuring that daily management and **decision-making** are based on **facts**

... done!

Now imagine an ERP provider delivering on their promises – on time, on budget and within scope. Here, a few clients tell in their own words how Maconomy helped them optimise their business processes.

“ Maconomy has been one of the major factors allowing our employees to increase focus on profitability and working capital.
CEO Flemming Bligaard Pedersen, Rambøll

“ Budgets are allocated annually and must be balanced accordingly. The seamless integration between finance, projects and resources has given us full real-time visibility into the budget status of all productions.
IT Manager Knut Brotnow, The Norwegian Opera

“ The Maconomy solution allows us to share competencies and facilitate international cooperation. We believe that by selecting and recommending Maconomy, we have laid the foundation for further growth and collaboration.
CIO Christophe Merckens, Devoteam

“ Maconomy offered an integrated solution for project controlling, resource allocation, reporting and planning that we couldn't find anywhere else.
CFO and Chief of Staff Terje Gabrielsen, Thales Norway

To read the full case studies, go to maconomy.com/references



people ...

Every day hundreds of decisions are made at all levels of your organisation. The information that would help you make the right decisions exists somewhere in your organisation, ensuring accurate estimates, balanced workload as well as timely and correct billing. Our vision is to provide the appropriate information to those who need it, when they need it. Maconomy enables smooth collaboration across your organisation and creates a natural relationship between people and processes for human as well as financial gain.

Clients

Sales managers know which clients deliver your bottom line and which ones do not. This helps them focus on bringing you the right business.

Sales reps can easily quote for new business in the context of past pricing and business performance and they know what it costs you to win the business you get. Up-to-date résumés of any employee can be pulled automatically and attached to quotes – easily and effectively.

Account managers can track all ongoing activities on their clients across departments or even across business units. This helps improve both client service and internal coordination.

People

HR managers can support the individual career development of your entire staff through an auditable, controlled HR process that tracks goal setting, skills development and results. This promotes a culture of high performance and accountability.

Resource managers can match your long-term project pipeline against your planned capacity and collective skill set to effectively support your strategic and tactical recruiting, subcontracting and organisational development.

The best-practice processes of a Maconomy solution empower your staff to deliver their best while providing an environment for creativity, development, responsibility and challenge, which is what drives the personal development of modern individuals.

“ *With increased focus on getting hours billed as soon as possible, we were pleased to see that in April, 100% of hours was invoiced in the current month. Not only does this improve our cash flow, it also makes our monthly revenue figures more accurate as they are based on actual billed hours.*

*Director of Business Operations
Hans Wolfhagen, Technia*



... and processes

“ We've been able to increase the proportion of time spent on analysis and management from 10-20% all the way up to 50% thanks to People Planner. That's a huge difference in any company.

Worldwide Business Consulting
Director Jon Mostyn, Hill & Knowlton

Projects

Project and account managers can control project progress and financials by unifying all key elements of project governance with financial project control. They can proactively manage project deadlines and effectively track changes to secure high project margins. They always know actuals versus project estimates and as they know best which items are ready for invoicing, they can initiate the process as early as possible.

Project managers can suggest staffing of projects based on a view of skills and workload across the entire organisation. Resource managers can spot under- and over-utilisation in time to act. They can smooth out resource deployment across business units and projects to improve efficiency of your staff and save money on contractors.

All this improves project profitability and thereby your bottom line.

Know-how

Business Managers can get an overview of their business areas and service portfolios by tracking KPIs and capturing important information about revenue splits, profits and key initiatives. They can then strategically develop new service initiatives to help grow your business.

Through increased collaboration and knowledge sharing, Business and Line Managers can help streamline the business and leverage past success to improve your business both when it comes to your finances and your know-how.

Finance

Project and Finance managers can reduce the time from delivery to cash collection and match vendor payables with client receivables to free up working capital.

Finance managers can pull an accurate company P&L at any time to consolidate all ongoing project finances, including real-time WIP. With full insight into project data they can also reconcile accounts payable against the appropriate project, which helps ensure accurate project P&Ls.

Your entire organisation will benefit from efficient back-office processes that effectively support your business with seamless workflows between front-office and back-office staff. You will also have full control of your key audit and access controls.

No matter if you are a company of 20 employees without a dedicated IT staff or a global operation with 20,000 employees, you can effectively scale your Maconomy solution to match your changing business needs. IT managers can operate the Maconomy solution in a shared-service environment.



our solution ...



ERP for Professional Services Organisations

ERP is about making all information available in real-time and breaking down internal boundaries to simplify and automate business processes. The challenge is to get the right information to the right people, when they need it. That is very hard to do if sales people hold client information, department managers hold people information, project teams hold project information, and finance people hold financial information. ERP ties everything together and makes it easy to pass information to those who need it to make the best decision on behalf of the company.

... and services

“ We implemented the solution on time and budget with a very satisfactory result because of our clear goals, the use of dedicated resources, and the right solution.

Project Manager Business Operations
Jenny Curtsdotter, Technia

“ Maconomy consultants really understand our business. They know precisely what we need and, during the implementation process, unexpected changes are handled well. The consultants are gold for us.

Financial Director Anni Sørensen, envision

We deliver an integrated solution, not just great software, but also a comprehensive range of consulting services to match your specific business needs – in the pre-selection phase, during implementation and after “go live”.

Implementation

Based on years of extensive experience with Professional Services Organisations our consultants have developed a unique, fast and cost-effective implementation methodology for deploying Maconomy solutions.

The methodology guarantees quick returns due to fast implementation, a predictable outcome and a smooth transition to “go live”.

Consulting Services

Our consultants help move your solution from being a tactical finance solution to a strategic business solution via business solution reviews and process analysis. With two decades of experience and expertise from over 600 installations, our consultants have extensive knowledge of industry best practise.

Our consultants offer a unique combination of business and technical skills, helping you optimise your entire value chain through proven methods and analysis. This ensures sound projects delivered on time, on budget and within scope.

Client Support Services

Maconomy has a centralised support organisation staffed by skilled, highly experienced professionals, each with their key areas of expertise. This gives us a strong foundation for providing high-quality problem resolution to our clients.

Learn more about our services on maconomy.com/services



organic business solutions

Maconomy is a global provider of industry-specific business solutions for Professional Services Organisations. We create a natural relationship between people and processes in Professional Services Organisations and provide the basis for overview, follow-up and decision-making in a way which ensures human as well as financial gain.

Our clients include Semcon, ErgoGroup, Devoteam, Deltares, Millward Brown and agencies within all of the big four global networks Interpublic Group, Omnicom Group, Publicis Groupe and WPP.

Maconomy A/S was founded in 1989 and the corporate headquarters is located in Copenhagen, Denmark. We service and support more than 600 clients in over 50 countries through our offices across Europe and in the U.S., and through an extensive partner network. Today more than 100,000 users worldwide use business solutions from Maconomy.

For more information, please visit
maconomy.com



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