

Customer
Case Study

Deltek First

"We'd recommend Deltek for all growing government contractors. Others in the market try to compete, but don't deliver anything close to what Deltek does. It really is the premier software for small- to medium-sized government contractors."

» Emily Philip
Corporate Controller,
Federal Staffing
Resources



Federal Staffing Resources

Deltek First gives expanding, woman-owned government contractor the time savings and data visibility it needed to support immense revenue growth

The Challenge

When you think of the mission held by government contractor Federal Staffing Resources (FSR), it's easy to think of the dramatic sitcom MASH. That's because what FSR does is both vital and remarkable; as a small woman-owned, minority business, FSR provides medical staffing to military treatment centers all over the country.

With 350 employees spread out between the company's Annapolis, Maryland headquarters and remote locations, FSR boasts a range of clients across the Department of Defense, Veteran Affairs, and commercial businesses. Growing rapidly from continued contract success, the company generated \$30 million in revenue in 2012—yet there was still one thing holding the company back.

"We were growing significantly, but were managing our heavy volume of contracts and manually tracking things off-line," states Emily Philip, Corporate Controller for FSR. "Plus, we were using only QuickBooks for financial management, so we couldn't create the reports we needed. It just wasn't an efficient—or even effective—process. Everything else we used was in the Cloud, so we asked ourselves 'why isn't our business management system in the Cloud too?'"

The Solution

To align the company's processes with its growing profitability, Federal Staffing Resources went with a modern, Cloud solution: Deltek First for Government Contractors. As the only GovCon-specific, SaaS solution suite built to serve the complete project lifecycle needs for small- and mid-sized organizations, Deltek First was the only solution to successfully match all of FSR's goals.

"I have a background in Accounting, so I knew from the get-go that Deltek was the best solution in the marketplace," said Philip. "We casually talked to other vendors, but didn't even really bother to meet with them. We didn't have to, because we knew instantly that Deltek was the right choice for us; it sets the industry standard for Cloud solutions."

The Benefits

After a simple and quick migration period, FSR was glad to finally have a fully-integrated financial and project management system in the Cloud. With it, the company gained anywhere, anytime access to its critical systems with guaranteed data security. With Deltek First in the fold, it freed up the company to focus on meeting its critical project goals.

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"We have a lot of remote workers who need the ability to access the system at any time, and the Cloud was a perfect delivery mechanism," stated Philip. "What's more, remotely-added or not, any changes made to our business and project information are now seen in real time by all important stakeholders."

Additionally, Philip and other FSR users discovered that its new solution's capabilities went above and beyond its original requirements—which was surprising since FSR already had sky-high expectations going in to the implementation.

"As I said, we already knew the solution, and we expected it to do a lot. The software has delivered all that we wanted, and even came with benefits that we didn't anticipate. For instance, because the data is now interconnected and accessible 24/7, there has been a great deal of time saved across the organization."

Stemming from the fact that FSR's resources no longer had to sift through and research data to ensure its accuracy, this time savings even impacted the tracking of the company's most valuable assets—its resources and cashflow.

"Even when it comes to billing, our time information is already in the Cloud to bill," Philip explains. "We used to have to tirelessly create these labor distribution reports that were never accurate. But now, that information is right there in front of us—easy to analyze, and usable for our management teams."

Finally, using its newfound capabilities, FSR was convinced that Deltek First was the final piece in the puzzle to managing the company in the Cloud. Nevertheless, Philip states that it "wasn't just any Cloud solution" that would have delivered game-changing benefits. Instead, FSR knows

that the value it received came from utilizing a Cloud solution that was built with government contracting businesses in mind.

"We'd recommend Deltek for all growing government contractors," concluded Philip. "Others in the market try to compete, but don't deliver anything close to what Deltek does. It really is the premier software for small- to medium-sized government contractors."

About Federal Staffing Resources:

FSR is a woman-owned, minority, small business with nearly a decade of proud service to our nation's service members, Federal agencies and our commercial clients. FSR matches talented individuals to organizations in order to create mutually beneficial, sustainable partnerships. FSR has a well established, working environment that supports a team of committed professionals with a unified vision for helping others succeed and thrive.

www.fsrpeople.com

The Deltek Advantage

- Accurate, real-time data on projects
- Data access anywhere, anytime
- Only GovCon-specific, SaaS solution suite built to serve small- and mid-sized organizations

Solution: Deltek First

Deltek is the leading global provider of enterprise software and information solutions for professional services firms and government contractors. For decades, we have delivered actionable insight that empowers our customers to unlock their business potential. 16,000 organizations and 2 million users in over 80 countries around the world rely on Deltek to research and identify opportunities, win new business, optimize resources, streamline operations, and deliver more profitable projects. Deltek – Know more. Do more.® deltek.com