Replacing An Outdated PSA Drives Visibility And Accountability At Avasant

ABOUT THE COMPANY

Avasant is a management consulting firm that specializes in helping organizations select managed services partners and optimize technologies to transform operations and streamline business processes. The company has provided its strategic sourcing and consulting services to clients ranging from fortune 500 corporations to national governments and global NGOs. Saddled with an unworkable PSA system, Avasant went looking for a reliable partner who would tightly align with business goals and technical requirements.

BUSINESS CHALLENGES PRIOR TO IMPLEMENTING PROJECTOR BY BIGTIME

☑ **INEFFECTIVE LEGACY PSA**
Existing PSA tool unable to produce reliable, sufficiently actionable real-time data and limited visibility into fixed price projects.

☑ **INFLEXIBLE INTEGRATIONS**
An inadequate integration with the firm's accounting system meant additional hours spent doing account reconciliation and data validation.

☑ **STIFLED GROWTH**
Additionally, the integration was unable to adapt to company growth, causing management to hold off on strategic modeling in the tool for fear of breaking it.

THE SOLUTION

- ✓ Projector by BigTime's professional services team lead a rigorous discovery to determine exact requirements for an integration with Avasant's SaaS-based accounting system.

- ✓ Deployed a scalable PSA/general ledger integration that supports multicurrency, inter-company transactions to support future growth.

- ✓ Conducted training for Avasant and their accounting partner to ensure understanding of the new integration and how to model future changes.

- ✓ Provided an intuitive, streamlined time and expense entry interface and flexible dashboards for organization-wide adoption.

KEY RESULTS

Increased productivity by 15%

Immediate access to reliable data

Improved risk management and forecasting

Scalable implementation to support growth

> ❝ With our old PSA system, we spent way too much time correcting for known inconsistencies in much of our data and questioning the integrity of the rest. With Projector by BigTime, we can finally get back to running our business.
>
> **BOB RANDOLPH,** *CFO of AVASANT, LLC*