

REPLACING AN OUTDATED PSA DRIVES VISIBILITY AND ACCOUNTABILITY AT AVASANT

Avasant



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 PSA



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



SOLUTION

Projector's professional services team lead a rigorous discovery to determine exact requirements for 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 new integration and how to model future changes

Projector's intuitive, streamlined time and expense entry interface and flexible dashboards lead to 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, we can finally get back to running our business."

-- BOB RANDOLPH, CFO, AVASANT, LLC