

Case Study

Customer

Engineering

500+ assignments annually

Solution Spotlight

Supporting business development with Topia Manage & Plan

Challenges

- Business creation of 100s of projects a year, with each project having anywhere from 1 - 100+ assignees
- Each project has a unique set of policies, with these policies stored in various locations
- Timely and accurate projection of assignment costs is necessary to create proposals for work that maintain margins and win the business
- Manual calculations, processes, and searching to find appropriate policy was putting strain on HR and the businesses ability to quickly and accurately submit proposals that maintain margin

Results with Topia

Centralization of

200+ policies

in a single technology system



Ability to create individual customized assignment policies per project based on client needs



Automation of document generation (including offer letters), balance sheets, approval workflows, and vendor initiation **saving ~ 16 hrs per assignment**



Dramatic decrease in time required to pull together staffing assignment cost estimates to support proposal efforts and project accounting accrual needs



Reduced risk of not delivering on as-sold project gross margin - **protecting millions of dollars of revenue annually.**



Data, inclusive of approvals/denials are stored in a centralized system enabling consistency and enhanced audit capabilities.