



Company Overview:

With over 1,000 employees across the Americas, our client is a multidisciplinary AEC firm serving the academic, commercial, manufacturing, mining, and science and technology markets.

Solution:

HSO ProServ worked with our client to deploy Microsoft Dynamics 365 and aec360 as the firm's new platform for marketing and business development, project accounting, financial management, and HR and talent management.

Results:

By implementing Dynamics 365 and aec360, our client has been able to:

- Increase marketing effectiveness
- Streamline project accounting processes
- Enhance talent management practices

Multi-national Engineering Firm Modernizes IT Platform with Dynamics 365 and aec360

Company Overview

Our client is an international multi-disciplinary design firm providing architecture, engineering, and construction management services, serving the full lifecycle from project conception to final testing and integration. The firm serves clients across a variety of sectors, including academic, commercial, manufacturing, mining, and science and technology, and has over 1,000 employees in offices in the US and across Latin America.

Rapid Growth Introduces New Challenges

Our client had historically used the Dynamics SL accounting system for financial management and project accounting, along with a series of other disparate tools and systems. The firm's non-US entities leveraged separate local accounting systems that were not integrated into the corporate systems. As a result, key business processes like time and expense entry and inter-company cross-charging of time required manual intervention to manage.

As the firm grew and expanded, they needed an integrated platform that would help them not only streamline and automate key project management and accounting activities, but also improve their marketing effectiveness, consolidate several separate HR tools into a centralized talent management platform, and drive improved visibility and reporting across their global operations.

A Modern and Integrated Cloud Platform

HSO ProServ worked with this client to implement an integrated Microsoft Dynamics 365- based cloud platform. Dynamics 365 for Finance and Operations is now used to manage the organization's marketing and business development activities, project accounting, billing, and financial management processes. Dynamics 365 for Talent is used to manage the entire hire-to-retire lifecycle from recruiting and onboarding, through administrative HR management.

HSO ProServ also deployed its aec360 ERP solution (formerly Projects+), which extends the native capabilities of Dynamics 365 to meet the unique needs of AEC firms, as well as provides an industry-specific BI and reporting solution.

The Results

Since implementing Microsoft Dynamics 365, our client has been able to:

- Increase marketing effectiveness by better tracking pursuits and gaining a centralized database of firm-wide experience
- Improve project accounting practices through the deployment of a single global system for managing time, expenses, and other key processes
- Enhance visibility of key HR information while optimizing onboarding, training, and other HR processes
- Automate key processes within project accounting and financial management

Let's Talk

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