

Top 100 ENR Engineering Firm Matches Supply with Demand

THE RESULTS: MAXIMIZED UTILIZATION AND INCREASED REVENUE

Engineers rely on expertise, experience and precision tools. Internally, for many engineering firms it's the **"same old, same old"** when it comes to their FP&A systems. They **copy-paste endless figures** from systems and emails into Excel spreadsheets. There's no dynamism, **much less control** for managing budgets and forecasts.

This \$200 million civil engineering firm, operating out of 7 states and doing complex road and bridge projects—found an expert tool to handle both "bottom-up" resource planning and "top-down" project revenue budgeting. They now have a live, complete, and actionable budgeting and forecasting solution.

No real planning system existed for their business—so they could only react very slowly, if at all, to changing market conditions.



PARIS PLANNING SOLUTION A DYNAMIC, COLLABORATIVE MODEL

- Detailed employee Resource Planning for 100+ users
- Sales Revenue projections for ongoing and new projects
- Maximize resource allocation and overall project profitability: Update planning scenarios—for cost, availability or revenue projections
- Flexible models means we can change our plan as needed

IMPLEMENTATION HIGHLIGHTS

- Align revenue with budget and forecasting goals
- On-the-fly reports and analytics
- Changes to plan

BEFORE

Disconnected and Slow

- No connectivity among systems, including Deltek, Report Writer, Excel, Project Management system
- Months-long bottom-up template system, collected and consolidated manually in Excel
- Massive reliance on individual Excel files and dependence on single individual's knowledge, non-transferable
- Difficult to compare forecasts due to slow budgeting process, little ability to allocate and make decisions for profitability

AFTER

Connected, Collaborative, Budgeting

- Connected existing systems
- Bottom-up & Top-down smooth budgeting process
- Collaboration and transferable knowledge
- Detailed budget resource planning
- Project revenue
- Forecast planning

BENEFITS

Significantly improved/increased staff utilization—rather than 100s of hours clerking, become true financial analysts

Fully integrated models for bottom-up and top-down budgeting and forecast planning

Senior managers can change revenue expectations, so other planners can evaluate resource availability and allocate accordingly

Dynamically calculates available company capabilities based on person-hours, costs, billing, selected drivers

Shortened budgeting cycle—from months to a couple of weeks—and then immediately responsive revenue forecasting

WHY PARIS?

- Integration to back-end systems; SQL-based; ability to transition to new ERP when needed
- Collaborative, cloud-based plan and models that accommodate different plan strategies and multiple versions of each
- Satisfies stringent security requirements—unique/role-based privileges and review processes are easily configured
- Front-end connectivity, including spreadsheets—user comfort in choice of front-end
- Excel familiarity for all; advanced capabilities for strong Excel/PivotTables users low training cost