

Customer Success Story

Michael Baker forecasts project profitability with Adaptive Insights

Baker

Michael Baker Corporation Business Services

Moon Township, PA

Challenges

- Accurately report at the project level
- Enable collaboration across more than 100 users
- Reduce the time and cost spent on consolidation and error correction

Why Adaptive Insights

- Provides a web-based solution that handles complex modeling requirements
- Enables real-time roll-ups and the ability to view budget status and workflow
- Delivers report templates that mimic ERP system reports
- Facilitates budget allocations across thousands of current and potential projects

Results

- Eliminated more than 100 hours of finance work
- Delivered a more accurate budget with consistent formulas
- Provided profitability visibility down to the project level
- Granted visibility into thousands of projects across 37 geographical locations and 140 unique reporting roll-ups

Introduction

Since 1940, Michael Baker Corporation (Baker) has provided professional engineering and consulting expertise for public and private sector clients worldwide. Today, the company's market focus includes Aviation, Defense, Environmental, Facilities, Geospatial Information Technologies, Homeland Security, Municipal & Civil, Pipelines & Utilities, Transportation, and Water. Services span the complete life cycle of infrastructure and managed asset projects, including planning, design, construction services, asset management, and asset renewal. With more than 2,800 employees in over 40 offices across the United States and internationally, Baker is consistently ranked among the top 10% of the 500 largest U.S. design firms.

The Challenge

Managing the annual operating plan and subsequent reporting for an international organization, and being able to accurately report down to the project level, proved to be increasingly challenging for Baker. The team knew there had to be a better solution to this cumbersome and inefficient budgeting and reporting process.

"Our existing budgeting process consisted of manually emailing spreadsheets to more than 100 people across the organization who were involved in the process. This meant a lot of time was spent by our finance group collecting spreadsheets and consolidating them into one budget plan," recalls Daniel Fiorilli, Reporting Manager, Baker "This was highly inefficient and costly to the organization."

The Solution

The finance team at Baker began to look for another solution. After learning that their existing ERP provider's budgeting solution was cost-prohibitive and would take nearly a year to implement on site, they identified a short list of best-of-breed vendors to evaluate.

"We looked at other software solutions, but many of them required extensive IT support and significant capital investment. We needed something more immediate. Additionally our IT resources were focused on other near term projects so we were looking for something relatively easy to implement. Adaptive Insights offered the best product to meet our needs. They were very responsive to our questions and evaluation process, and proved to be an excellent business partner," states Fiorilli.

Customer Success Story

"We looked at other software solutions, but many of them required extensive IT support and significant capital investment. We needed something more immediate. Additionally our IT resources were focused on other near term projects so we were looking for something relatively easy to implement. Adaptive offered the best product to meet our needs. They were very responsive to our questions and evaluation process, and proved to be an excellent business partner."

Daniel Fiorilli
Reporting Manager

Key features of Adaptive Planning, part of the Adaptive Suite, that resonated with the finance team included the ability to conduct real-time roll-ups, provide web-based access to over 100 users, view workflow and status, and save report templates that looked exactly like the reports they produced in their ERP system. Baker chose a phased implementation approach spanning a six month period, beginning with basic budget automation and ending with advanced reporting down to the project level.

"You do not need a PhD to run this software," says Samuel Reed, Finance Manager Baker "From an end user's viewpoint, Adaptive is as intuitive as using spreadsheets, but the functionality and automation provided is a huge leap forward. The collaboration features save a tremendous amount of time."

The Results

With Adaptive, the finance team at Baker has visibility into thousands of individual projects across 37 geographical locations and over 140 unique reporting roll-ups. The ability to budget down to the project level enables them to calculate revenue generated by individuals inputting staffing and expense forecasts. The staffing model is also used to optimize resources. Furthermore, they can easily report annually on more than twenty-five key metrics for each department, which includes common financial performance measurements as well as department-specific items.

"We used to have to go through an elaborate allocation process where we would import data from Excel into our ERP system. This required several hundred journal entries and it was challenging to easily identify the impact of this data on our business," recalls Fiorilli. "Now, we rely on formula-driven templates in Adaptive Planning and can run reports in real-time. This provides immediate visibility regarding the impact of the project changes to our plan."

The finance team at Baker is often tasked with cost analysis on international investments. The ability to develop multiple versions of a plan in Adaptive Planning and evaluate what-if-scenarios has been a dramatic change for the organization, freeing up substantial time for analysis and advanced planning. Now by easily changing formulas, assumptions, or cost metrics the team has visibility into the potential financial performance of individual projects. They rely on Adaptive for forecasting and profitability analysis before bidding on large, complex projects.

"Adaptive has made our life a lot easier in the accounting function," states Reed. "Each year, rather than spending weeks of our time trying to develop budgeting and forecasting reports in Excel for any given request, we can run reports in Adaptive Planning in a matter of minutes. In the past, delivering an accurate report on a large account with multiple projects was difficult and required IT involvement. Now it is just a click of the button."

Corporate Headquarters

3350 W. Bayshore Road, Suite 200
Palo Alto, CA 94303

T: +1 800 303 6346
F: +1 650 528 7501

UK / Ireland Headquarters

88 Wood Street London,
EC2V 7RS, UK

T: +44 0 208 528 1767

Australia Headquarters

Level 1, 7 Clunies Ross Court
Eight Mile Plains, QLD 4113, Australia

T: +61 7 3118 5013
F: +61 7 3041 6020

adaptiveinsights.com
adaptiveinsights.co.uk

info@adaptiveinsights.com
sales@adaptiveinsights.com
press@adaptiveinsights.com
support@adaptiveinsights.com