

Orbism is a rapidly expanding Enterprise Integration Consultancy with offices in Ireland, Switzerland, The UK and The United States. With clients such as HSBC, Credit Suisse and Chrysler, Orbism has established itself as a leading provider of J2EE consulting and training services. As their client base expanded and the complexities of their business evolved, Orbism chose time@work to manage the delivery and administration of their professional services business.



### Introduction

Orbism is a rapidly growing Enterprise Integration Consultancy with over 100 employees and contractors based throughout the UK, Europe and the United States.

As the business expanded rapidly through the 1990's the directors recognised the need to introduce a scalable and robust PSA solution capable of managing the evolving complexities of their business.

"We found ourselves in the situation where we needed to get access to WIP details and project profitability reports in real time. Our existing manual systems were just not able to cope with the growing demands of our business" commented John Fleming CEO.

### Selection

"With the exception of time@work, there was nothing available to meet our requirements for functionality and stability. We were left with a choice of developing something in house, going to another software developer or going with time@work. What made us decide on time@work in the end was the open architecture of the application, the sophistication of the reporting engine and the ability for time@work to scale as the needs of our business evolved."



### Solution

Together with consultants from systems@work, Orbism implemented time@work's time recording, expense

management and invoicing modules in 16 days, with a further two days spent by systems@work consultants defining additional reports and tuning the system.

Because Orbism uses a combination of employees and external contractors on projects it was vital that their chosen system facilitated remote access and also enabled the matching of costs and revenues by project and employee (or contractor).

Using time@work, consultants and programmers enter timesheets and expenses online, selecting from an automatically generated list of current projects. Online validation means that only correctly entered timesheets are accepted by the system and using the time@work Status Inquiry Tool, managers can see which timesheets are outstanding.

Once timesheets and expenses have been validated they are processed by the central server, which carries out fee, cost and other calculations.

time@work's invoicing module is used to generate invoices. Eighty percent of Orbism's customers pay for projects on a fixed-fee basis and time@work allocates the time spent against the invoice so managers can see what level of discount they are offering against standard rates. For "time & materials" projects, time@work automatically seeks out unbilled work in progress and presents it to the finance department for approval and modification.

time@work then supports the management team by giving them access to accurate, up to date reports on key data such as utilisation, profitability by project, and project progress reports.

"A key business planning benefit is the ability to see a GM report by a variety of discrete criteria" - **John Fleming CEO.**

The easy to use online interface meant that no training was required for users entering timesheets.

Orbism's time@work implementation has provided the company with benefits in 6 key areas:

**Reporting:** Better, quicker and more accurate reports.

**Accuracy:** Timesheets are now 100% accurate and are recorded in the central database.

**Reduced Risk:** Visibility of time costs and expenses incurred by external consultants is now far greater.

**Efficiency:** Project managers save on average six to eight hours a month.

**Management Bandwidth:** Directors are now able to see a much clearer picture of the project status.

**Advance Planning:** The senior management team are able to see at a glance what the cash position of the company looks like, track project progress and spot potential issues before they arise.



### About Orbism

Orbism was founded in 1992, and has over 100 staff based in Europe and The United States. Further information on Orbism can be found at <http://www.orbism.com>