



case study
**Atkins
Denmark**

“In the perfect world, resource management should be an integrated part of project management, and Maconomy People Planner has given us that opportunity”

Henrik Kaltoft, Head of Department

Coherence in resource planning

Atkins Denmark knows that real people execute successful projects. But how do you optimize the management of these people in relation to the projects they work on? Maconomy helped Atkins address this challenge.



“ We have optimized the allocation of our core competences so we use them on the right projects. Of course this will have a positive effect on the bottom line.

Carl Vad Jensen, CFO

The purpose was to improve employee utilization while consolidating data across Atkins' Denmark entire Danish organization.

“We decided to implement Maconomy People Planner in one department to see if we could get even better at coordinating and optimizing the use of our resources,” says Head of Department Henrik Kaltoft. “We have actually reaped more benefits than we expected.”

Professional consulting requires coordination

As an engineering consultancy Atkins Denmark always strives to offer highly professional consulting services to its clients. These services must be provided by people who are absolute specialists within their field. Consequently, the ability to optimize the management of its internal resources is crucial to Atkins Denmark. In other words, Atkins Denmark must deliver the right competencies at the right time.

Excel has its limitations

Like many other companies, Atkins Denmark has – until recently – used Excel for resource planning. However, Excel is not designed for resource management, and therefore the tool has its limitations. For instance, it was not possible to see the coherence between the projects to be executed and those on the drawing board as well as the available resources.

In addition, long-term planning had started to become a challenge due to the different ways in which the departments in the Danish organization handled forecasting. Consequently, Atkins Denmark chose a resource management tool that could be integrated directly with their ERP solution.

Atkins Denmark in Brief

Overview

Atkins Denmark provides professional consulting services within management, railway, industry, environment, GIS and architecture.

Atkins Denmark is part of the global Atkins Group with more than 17,000 employees across 200 offices all over the world. Atkins Denmark has 400 employees across four Danish departments.



Resource gaps are spotted early

One of the obvious advantages for Atkins Denmark is that they can now plan projects further ahead and at the same time ensure the right staffing on the projects. Furthermore, Atkins Denmark avoids gaps in their resource planning and under-utilization of its specialists. CFO Carl Vad Jensen is excited about this opportunity.

"There is no doubt that Maconomy People Planner has given us a better overview of how we use our resources. We have optimized the allocation of our core competences so we use them on the right projects. This has a positive impact on our project profits and of course this will have a positive effect on the bottom line," states Carl Vad Jensen.

Happy project managers with better overview

Maconomy People Planner has also had a positive effect on the cooperation and team spirit among the project managers who have worked with the solution. Previously, Atkins Denmark spent a lot of time on resource coordination during our Friday meetings. These meetings were the project managers' only chance to reserve the right to select specific consultants for specific projects. Now the time is spent more wisely.

"We have increased our focus on strategy and execution, and the atmosphere in the department has also improved," says Henrik Kaltoft. "Our project managers spend significantly less time fighting over the same resources. In the perfect world resource management should be an integrated part of project management, and Maconomy People Planner has given us that opportunity."

Scalability provides long-term potential

After the promising start, Atkins Denmark has now shifted its attention to Maconomy People Planner's scalability, which facilitates use of the tool across departments and offices. This allows project managers in the four Danish departments to coordinate their resources across offices and "borrow" resources from each other.

Partner with business savvy

"Maconomy has a good understanding of the business processes in a consultancy like ours. With People Planner they have given us a valuable tool to optimize our resource management," says Carl Vad Jensen. "In the long run we plan to integrate Maconomy People Planner with our other business processes, for instance in the budgeting phase."

Building Value for Atkins Denmark

Success Criteria

- Replace Excel as the resource management tool
- Better utilization of resources across functions and offices
- Common tool for budgeting and multi-level resource consolidation

Maconomy Solution

Projects/Finance:

Maconomy Consulting Solution

Human Resources:

Maconomy HR module

Business Intelligence:

Maconomy AnalytIX

Resource Management:

Maconomy People Planner

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organic business solutions

Maconomy is a global provider of ERP business solutions for Professional Services organizations. The fully integrated solution incorporates financial management, project management, time registration, resource planning, CRM, HR and business intelligence for profitable results.

As a recommended provider to Professional Services organizations worldwide, Maconomy has focused exclusively on this sector for more than 20 years. This has given Maconomy unique insight into the best-practice processes of these organizations. Maconomy has created proven results for a wide range of international clients, including TNS, Millward Brown, Ogilvy PR and Interbrand, as well as all of the three biggest global marketing communications networks and four of the Big Five global accounting firms.

Maconomy is listed on NASDAQ OMX Copenhagen with headquarters in Copenhagen, Denmark. We have offices across Northern Europe and in the U.S. as well as an extensive network of business partners, enabling us to service and support around 600 clients in more than 50 countries worldwide.

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