

# ADMIRAL

## CONSULTING GROUP

### Admiral Consulting Group Increases Cash Flow, Upgrades Server Support for Infinity Consulting Solutions

Infinity Consulting Solutions (ICS) is an 8-year old firm providing cost-effective staffing, placement and consulting solutions to their clients. These clients include Fortune 100 companies as well as nonprofits, government agencies, and private businesses in a variety of market sectors. With deployed staffing and consulting services in a wide variety of sectors and locations, and experience in numerous different practice areas and specializations, ICS needs to be able to support a variety of clients and employees, spread throughout 13 different states.

#### The Challenge: Upgrading to a software solution to meet their growing and diverse needs

After 5 years of dynamic growth, ICS management realized that their combination of QuickBooks and other software products was no longer keeping up with the needs of their growing business. The different products were not integrated, requiring multiple data entry and limited their ability to get project reports, audit trails and, P & L statements. Because of these diverse software products, there was no efficient way to generate reports to give management the information that they needed to effectively run the business.

A major need was to improve the way that employees report project work time from their different and dispersed work locations. ICS consultants would submit written time reports to the company office, which would then be entered manually into the company's computer system. Then the hours for several consultants working for one client would be combined and sent to the client for approval. Once approval was received, ICS would then begin the process of preparing and sending an invoice to the client. This process often took one to two weeks to complete, thus delaying ICS' receipt of payment, and therefore impacting their cash flow.

#### The Solution: Admiral Consulting Group and Microsoft Dynamics SL

ICS made the decision to go with Admiral and Microsoft Dynamics SL, and shortly afterward brought in Rob Dayan to be their new Controller. “I pretty much had Dynamics SL dropped in my lap when I came to ICS” noted Dayan. The subsequent implementation went “very smoothly” and was completed in about 6 months. The result – one system managing all of billing, Accounts Payable and Accounts Receivable, and all financial reporting.



#### Challenge

A rapidly growing staffing, consulting and placement firm had outgrown its business hardware and software systems.

#### Solution

Admiral Consulting Group worked with ICS personnel to completely redesign time reporting and invoicing processes, and update ICS' servers.

#### Benefits

More efficient time reporting and invoicing results in 1 – 2 week improvement in cash flow. Server update and IT support by Admiral frees ICS executives to focus on growing their business.

“With deployed staffing and consulting services in a wide variety of sectors and locations, and experience in numerous different practice areas and specializations, ICS needs to be able to support a variety of clients and employees, spread throughout 13 different states.”



Microsoft Business Solutions  
Advanced Infrastructure Solutions  
Networking Infrastructure Solutions

Learn more about how  
Admiral Consulting Group  
can benefit your business.

Call: 888.737.5725  
Email: [info@admiral-usa.com](mailto:info@admiral-usa.com)  
Visit: [www.admiral-usa.com](http://www.admiral-usa.com)

# ADMIRAL

## CONSULTING GROUP

### Value Added Service: Business Process Redesign

Admiral didn't simply install a new software package, but worked with ICS staff to redesign data entry for time reporting and time approval. With nearly 120 staff consultants working at client sites throughout the US, the old time reporting system required manual data entry and cumbersome production of invoices to clients. The redesigned system allowed ICS consultants to do their time reporting online via a secure website. In addition, clients access the time data online and do “instant approval” of consultants' time. The Controller then initiates an automated process which prints pre-approved invoices to clients. The result – cash flow was improved by 1 – 2 weeks.

### How Admiral Achieved These Results

Admiral's approach to this implementation was the same that they apply to all client engagements. They first went through a discovery process to become very familiar with the company, people and business processes of ICS. They then took a two-step approach to solving the needs of ICS:

- (1) Configure and tailor Dynamics SL to meet the specific needs of how ICS does business
- (2) Work with ICS to redesign the business processes for consultants' data entry for time reporting, approval of reported time by the client, and invoicing for this time.

By taking the time to really learn the needs and processes of ICS, Admiral was able to develop and implement a solution that was unique to ICS and tailored to their people and organizational needs.

### After Implementation: The best was yet to come!

Perhaps the best test of customer satisfaction is their relationship with the vendor after a product installation is complete. In this case, ICS realized that they needed more expertise to update and manage their servers and system security. They asked Admiral for a proposal, and Admiral complied by proposing a 3-year plan for upgrading and maintaining servers for ICS. The result has been so positive that Doug Klares, CEO of ICS, has stated that bringing in Admiral to handle their IT needs, “...was my best decision this year”. The result – greater productivity, less worrying about system support, and more focusing on growing ICS' business.



#### The Highlights

- Microsoft Dynamics SL delivered and implemented on time
- One system manages all financial needs
- Significant speeding up of invoicing process
- Increased cash flow
- Eliminated manual entry of time reporting data
- Eliminated double entry of data
- ICS now able to handle significant growth in consulting staff without adding any new support staff

“By taking the time to really learn the needs and processes of ICS, Admiral was able to develop and implement a solution that was unique to ICS and tailored to their people and organizational needs.”



Microsoft Business Solutions  
Advanced Infrastructure Solutions  
Networking Infrastructure Solutions

Learn more about how Admiral Consulting Group can benefit your business.

Call: 888.737.5725  
Email: [info@admiral-usa.com](mailto:info@admiral-usa.com)  
Visit: [www.admiral-usa.com](http://www.admiral-usa.com)