

# V2 Systems, Inc.



## IT Consulting Firm V2 Systems, Inc. Realizes a 20% Increase in Revenue in the First Year Using Deltek Vision®

**“We now spend way less time on administrative tasks and more time being billable. In a year we’ve seen revenues increase by 20%”**

Guy Hinkler, Owner and CEO, V2 Systems

### THE CHALLENGE

Over the past 13 years, V2 Systems has grown from a small, home business to a thriving, full service IT consultancy. After enjoying several years of significant growth, CEO and owner Guy Hinkler knew it was time for V2 to move to a solution that would help them manage and continue to increase that growth.

“We were getting to the point where Quickbooks Pro® and the 4-5 other homegrown systems and spreadsheets we were using weren’t enough”, Guy said. “We had to enter and reenter data in one system and search for it in others. It was inefficient and there were almost always mistakes made during reentry”.

V2 needed a more sophisticated project accounting, resource management and CRM system that could take them through the entire service delivery cycle. They looked at a number of other systems including Microsoft® CRM, Sage® and Microsoft® Dynamics but none had the range and integration of Deltek Vision.

### THE SOLUTION

“Being a technology company that does this everyday, we understand the total cost of ownership. When a company looks to invest in an ERP, most don’t consider that there is a whole other aspect to consider. What’s the lifecycle of the servers? How will you handle the updates, patches and management and adding users and scaling up? When we saw that Deltek Vision was one, bundled package, we knew it was going to save us a ton of time, money and effort – much more so than the other products we considered”, said Guy.

With the guidance of Deltek Partner, Jewell and Associates, V2 reviewed their processes and did minimal fine-tuning to Vision dashboards and reports and role-based permissions to deliver the best possible solution to meet their needs. They were able to quickly implement Deltek Vision and efficiently streamline their processes - eliminating double entry, increasing visibility and employee utilization and improving their bottom line.



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Deltek (NASDAQ: PROJ) is the leading provider of enterprise applications software designed specifically for project-focused businesses. For more than two decades, our software applications have enabled organizations to automate mission-critical business processes around the engagement, execution and delivery of projects. More than 12,000 customers worldwide rely on Deltek to measure business results, optimize performance, streamline operations and win new business.

**THE BENEFITS**

“We now spend way less time on administrative tasks and more time being billable. In a year we’ve seen revenues increase by 20%”, Guy exclaimed. V2 has also benefited greatly from having all their data in a single system that can be access by all employees at anytime and from anywhere. “We used to have to handwrite a work order, give it to an admin to enter it in multiple places...it made tracking our employees’ time and utilization a nightmare.” Now, with Vision, all V2’s employees can enter their own data and updates into a single system from anywhere at anytime.

“We did a little tweaking and made time to get training and that was key”, explained Guy. “And now, we are getting exactly what we need”.

CHALLENGE	SOLUTION	BENEFIT
V2 Systems needed a solution to connect all their critical processes including resource management, CRM and accounting.	V2 moved from QuickBooks Pro and 4-5 other disparate systems to Deltek Vision.	The IT Consultants can now focus on billable work rather than administrative tasks. And, the company has streamlined their processes and set up a system to support their growth well into the future.

