

# Camber Corporation



**"Since 1992,  
the structure  
and stability  
Deltek products  
provide are the  
cornerstones  
that have  
enabled our  
business to  
succeed."**

**Jay Puckett**

Director of IT Operations  
Camber Corporation

## **Deltek Costpoint, Time & Expense and Costpoint CRM help defense contractor streamline the integration of a newly acquired company**

### **THE CHALLENGE**

From conducting advanced technical training to developing detailed computer models and simulations, government contractor Camber Corporation helps federal agencies maintain operational readiness. Camber provides operational, technical, engineering and logistics services to commercial enterprises and U.S. federal agencies, including the Department of Defense.

Camber had an opportunity to grow their customer base exponentially through the acquisition of a disaster relief company outside of the continental United States. While the new company was a technological leader, their systems were ill-prepared to manage their business – or mesh with Camber's infrastructure. More pressure came in the form of a recently awarded contract with immediate task orders due. "This was a challenge we couldn't refuse," said Jay Puckett, Director of IT Operations.

Camber was faced with folding the new company into their organization and integrating their rudimentary billing system that was a mix of custom and off-the-shelf accounting software.

### **THE SOLUTION**

Instead of using an antiquated billing system, Camber decided to quickly get their new company up and running on an enterprise-class system that would enable secure billing and sound administrative functions both within the United States and for remote locations ranging from Fiji to Germany. Many remote employees would need to access the system using no more than a laptop and wireless card.

Considering their long and successful history using Deltek software throughout the organization, Camber Corporation again turned to Deltek for a multicompany financial management and project accounting solution that would enable them to quickly and efficiently integrate the acquired company. Camber moved forward with an integrated solution composed of Deltek Costpoint, Time & Expense, Costpoint CRM, Cognos 8 and Cognos Enterprise Planner.

## Contact Deltek

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Deltek (NASDAQ: PROJ) is the leading provider of enterprise software solutions 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 BENEFIT

Immediately, Camber was able to use the multicompany function within Costpoint and Time & Expense to create a duplicate DCAA approved accounting structure for the acquired company, supported with their own documented procedures. With simple modifications to Cognos 8 and their intranet, Camber was also able to provide the new company with a well-rounded business accounting system in just days. Additionally, Camber avoided the delays associated with a hardware purchase by choosing virtual servers.

"We were operational in one week with a fully qualified procedural accounting system," said Puckett.

Additionally, the integration of Costpoint with Active Directory has allowed for process automated workflow, and the use of Costpoint CRM standardized Camber's Strategic Development Opportunity qualification process. By using Costpoint CRM, Camber can fully qualify an opportunity, generate a Costpoint Bid and Proposal project, and create the project chargeable in Time & Expense within the workflow process. Camber believes the use of the Costpoint family of products with the new organization they acquired has increased their revenue by \$98M in addition to lowering costs, and shortening the duration of the new projects they are managing from the new organization.

The fully integrated Deltek solution helped Camber Corporation meet its short-term goals of quickly and effectively integrating the new organization, and Deltek software again let Camber live up to its overall philosophy of being customer-focused and employee-driven.

## CAMBER CORPORATION AT A GLANCE

**Company Name:** Camber Corporation

**Headquarters:** Huntsville, AL

**Primary Business:** Camber Corporation is a leading provider of information technology, engineering, and advanced training solutions to federal government agencies, primarily within the Department of Defense. The company maintains specialist networks addressing key Warfighter interests in every Joint combatant command; over 150 Army, Air Force, and Navy programs; National Guard headquarters in every state and territory; and over 25 NATO or coalition countries in Europe, Asia, and Africa.

**Industry:** Aerospace and Defense

**Deltek Product:** Costpoint Family

**URL:** [www.camber.com](http://www.camber.com)

### THE DELTEK ADVANTAGE

The implementation of Costpoint, Time & Expense, and Costpoint CRM within a newly acquired company enabled Camber Corporation to:

- Increase revenue by \$98 million
- Lower costs
- Increase profits
- Drive better visibility into metrics of firm-wide performance
- Increase compliance with Government accounting mandates