

# Enterprise Solutions for Scientific Research Organizations

The business processes within research institutes and organizations that conduct scientific research and research-related activities for profit and not-for-profit are supported by Deltek's solutions





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# Enterprise Solutions for Scientific Research Organizations

Know more.  
Do more.

# Business pains

Know more.  
Do more.  
**Focus more.**

Successful management of a research organization is as demanding as it is detailed.

Meticulous reporting practices and careful administration of funding sources, programs, projects, activities, people, output and outcome and underlying financials are essential for demonstrating efficient use of funds and resources.

For decades we have provided business solutions that deliver the actionable insight, clarity and control, which research organizations need to drive their business forward. This collaboration has given us in-depth knowledge of the research sector, and enables us to provide expert advice to help you know more and do more.

Can you manage the **development of an idea into a project**, in a single online process?

Do you have a complete overview of your **funding sources, research groups and other stakeholders**?

Do you have direct access to **budget, updated cost-to-date and remaining budget** on projects?

Can you manage **funding, programs, projects, and outcomes**?

Can you **monitor and report progress in real time** to your stakeholders and funding sources?

Do you have a complete overview of **spending and subsequent invoicing of funding sources**?

Are you able to **submit accurate reports** to funding sources regardless of their **requirements**?

# Client gains

“With Deltek Maconomy, we now have the ability to easily share funding between several research projects and track how our funding is used. With online access to project progress, deviation reports, group performance, capacity overview and funding consumption, we now have the ideal foundation for better decision making for our senior management team and also for group managers and project managers.”

*Åse Pedersen, Head of the vendor selection team,  
The Norwegian Institute of Marine Research*

“We needed a system that enabled us to capture essential project data on a regular basis, as well as an easy-to-use time and expense system. We also needed an integrated, fully updated overview of the status of all projects. The solution from Deltek does this very well.”

*Gerry Costello, Information Systems Project  
Director, SAC*

“Deltek Maconomy’s project management functionality allows us to monitor and follow up on our research projects in real-time. This means we are in full control of our funding allocations, progress and expenses at all times.”

*Gro Irene Solberg, Financial Manager,  
NTNU Social Research*

“The use of the Deltek’s enterprise solution Maconomy allows us to have an integrated software program that is able to accurately trace each transaction to the lowest level of detail including Site, Activity, Focus Area, Program and Funder. This enables us to account for every transaction made and report to funders in their requested format.”

*Kheth’impilo Aids Free Living*

# Industry focus creates results

“It’s quite important that we can report correctly to internal as well as external stakeholders. With Deltek Maconomy, we can run customized reports at any time, because the data flows automatically through the system and is always fully up-to-date.”

*Gro Irene Solberg, Financial Manager, NTNU Social Research*



As a large scientific research institute, NTNU Social Research is acutely aware that funding for projects must be used optimally, as well as be meticulously accounted for. That’s why they selected Deltek’s enterprise solution.

## Research institute with growing pains

Since its inception in 2004, the Norwegian research institute NTNU Social Research AS has experienced rapid growth across the board. Through 2009 the budget has expanded substantially year-on-year and the employee base has eclipsed 150 people across eight business units.

Hence, NTNU Social Research realized that the organization needed an end-to-end business solution to handle the distinct business processes of an expanding research institute.

## No real competition

After reviewing a number of systems to integrate time and expense registration, back-office processes and project management across the organization, it didn’t take NTNU Social Research long to make its decision.

“There was no real competition. Our conclusion was that Deltek could deliver exactly what we needed,” says Gro Irene Solberg, Financial Manager at NTNU Social Research.

## Full internal control

Large research organizations often find it difficult to monitor their projects internally. This may lead to budget overruns and have a negative impact on the quality and outcome of the research. Accordingly, it is essential to keep track of time and expenses on every research project.

“It’s quite important that we can report correctly to internal as well as external stakeholders. With Deltek Maconomy, we can run customized reports at any time, because data flows automatically through the system and is always fully up-to-date,” Solberg continues.

## Flawless research projects

Deltek Maconomy enables full integration of the project process.

“Deltek Maconomy is an excellent ERP solution and it’s so easy to use. We can follow up on and monitor our projects in real-time and it has a very solid accounting engine as well. The fact that we can now handle invoices electronically is a good example of how we have implemented best practices throughout the organization by using Deltek Maconomy,” Gro Irene Solberg explains.

# Understanding your business process model

Any scientific research institute or organization knows that attentive administration and meticulous reporting practices are essential for success.

You want to make sure that you are in complete control of the entire science loop from the development of an idea into a project. This includes keeping tabs on funding sources and stakeholders, as well as managing budgets and plans, daily operations and stakeholder reporting. To do this, your business solution must support every step of the project lifecycle. Having worked closely with research institutes for decades, we have incorporated the best practices of these organizations in our solutions.

Maintaining relationships with internal and external stakeholders can be a challenging and time-consuming task. This also applies to keeping track of project funding, unless you have a solution that delivers this information with a few clicks of the mouse.

Consistency and accuracy are key requirements when drawing up budgets and plans. If these processes are fully integrated to project execution, then Project Managers and Controllers have a framework for keeping projects and plans on track and within budget.

You need the right tools to eliminate manual and time-consuming administrative tasks involved in monitoring and reporting progress. When you have access to real-time data, you can be confident that your usage of funds is monitored correctly according to the contract with the funding source.

Finally, you should be confident that your reporting tools can deliver the actionable insight, clarity and control you need

Know more.

Do more.

**Accomplish more.**



# Your business processes and how we support them

“Deltek clearly has a strong focus on the research industry because the solution supports multiple funding sources for the same project, as well as cost allocation for shared facilities and services.”

*Åse Pedersen, Head of the vendor selection team, The Norwegian Institute of Marine Research*

## Funding Management

When you automate your business processes, you can reduce errors associated with manual entry and manual reconciliation of funds and grants, and reduce time for administration of multiple funding sources for the same project or one source for many projects. It makes funding management easier and more accessible, helping to meet internal and external reporting needs in a timely fashion.

### You are enabled to:

- Split the funding allocation by funding source and funding type, e.g. restricted and un-restricted funds
- Get full support of complex billing plans
- Apply multiple billing and income principles (fixed price or time and material)
- Indicate the funding type and source on all levels of detail from contract level down to budget line level

## Overview of Funding Sources and Stakeholders

You can improve transparency and enable systematic knowledge transfer across your teams or departments, when you eliminate disparate spreadsheets and implement a solution that gives you one point of entry to add and access information about funding sources, internal and external partners and stakeholders.

### You can:

- Capture contact information in one database
- Track communications with sources and stakeholders
- Record regulations, restrictions and limitations designated by funding sources on how funding must be used



## Project Budgeting and Resource Planning

You can improve the overall accuracy of initiating, planning, staffing, budgeting, and subsequent project initiation with a solution that supports the end-to-end integration of your business processes.

The entire process from the development of an idea into a project will be less time consuming and more consistent. You can also use inter-organizational pricing of staff, which promotes the prudent use of resources across business units.

### You are able to:

- Create budgets and plans based on templates or previous projects delivered
- Capture time and cost used in the proposal phase
- Include time and cost for shared facilities and services in budgets
- Access the total budget, updated cost-to-date and remaining budget on projects
- Optimize resource planning and resource scheduling based on a real-time overview of availability
- Forecast future capacity needs based on future projects.

## Project Execution and Monitoring

Online access to real-time data and overviews of milestones and resources gives your project managers and controllers the ability to be proactive. When financial controls and project data are integrated in one solution, you can view and drill into costs by project or any other dimension you need.

### You can:

- Approve requisitions, budgets, time sheets and expenses online
- Capture key delivery and billing milestones
- Use proactive alerting for time registration and submission
- Schedule milestone reporting dates
- Push key milestones to project team members
- Keep close control of project performance, cost, revenues, labor as well as other resources
- Monitor project progress with readily available status reports

“The ability to capture all project-related information in one system was key for us in selecting Deltek Maconomy.”

*Inger Kristine Tivsild, Finance Department, Norwegian Geotechnical Institute (NGI)*



Project  
Budgeting  
and Resource  
Planning

Project  
Execution and  
Monitoring

“Having access to total budget, updated cost-to-date and remaining budget on projects are a huge improvement compared to our previous setup where we were always at least one month behind on cost. The new Deltek Maconomy system helps us avoid budget overruns.”

*Harald Gjørseter, Senior Project Manager, The Norwegian Institute of Marine Research*

## Financial Management and Cost Allocation

With Deltek Maconomy, financial control and project management are integrated in one solution. This enables managers to view and drill into costs and funding allocation by organization, region, funding source, project and other key dimensions. Financial information, resource capacity, and project information are viewed in real time. Even organizations with multiple geographic entities using different currencies can use consolidated realtime data for informed decision-making.

### You can:

- Manage multiple organizations and multiple currencies in a single solution
- Structure a dimensional financial model that includes programs, regions, outputs, outcomes and achievements
- Allocate costs and indirect overheads to dimensions and projects, based on applicable rules
- Manage complex travel requests, procurement and staff account processes
- Manage full financial back-office functions including AP, AR, General Ledger, Fixed Assets, Banking, and Reporting
- Push financial functions into your offices and regions, allowing them to transact in real-time

## Internal and External Reporting

We know that meticulous reporting of funding sources, programs, projects, activities, people and underlying financials are essential for demonstrating efficient use of funds and resources. With an integrated Maconomy ERP solution you no longer have to spend time gathering data from disparate sources. The true cost of research projects, such as shared facilities, travel, support, and internal and external research time, can be tracked, reported and analyzed in real-time.

### You get access to:

- Readily available suite of finance reports
- Detailed project reports for funding sources and stakeholders
- Business intelligence tools



# Our services

## Consulting Services

At Deltek, our goal is to deliver the best software solutions designed specifically for Professional Services Firms. Meeting that goal requires more than just delivering unrivalled software to better manage project resources and project results.

After all, great software applied poorly doesn't help you achieve your business goals. Success requires that we also cultivate the right level of expertise to help you apply that software in the most appropriate ways for your industry and company-specific needs.

[deltek.com/services](https://deltek.com/services)

## Customer Care

Effective and reliable customer care can make all the difference in your ability to compete effectively and grow your business.

At Deltek we realize that our success is mutual. Deltek's experienced support personnel, with more than two decades of industry and client-side experience, utilize Deltek's advanced diagnostic tools and proven support procedures to identify and isolate issues quickly, so that your systems are consistently operating at high availability with minimal disruption.

[deltek.com/customercare](https://deltek.com/customercare)

## Deltek University

One of the most important indicators of the success of a software implementation is the ability of employees to readily adapt to new products and processes.

Education is the foundation for building the necessary knowledge and skills to achieve this goal. Deltek University provides education to maximize your Deltek investment and minimize project risk. We have over two decades of experience of providing consistent, high quality education, with a commitment to make you successful.

- Implement solutions faster at reduced cost
- Mitigate project and business risks
- Decrease support costs with faster acceptance among users
- Achieve operational excellence and growth

[deltek.com/university](https://deltek.com/university)

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Deltek (Nasdaq: PROJ) is the leading global provider of enterprise software and information solutions for professional services firms and government contractors. For decades, we have delivered actionable insight that empowers our customers to unlock their business potential. Over 14,500 organizations and 1.8 million users in approximately 80 countries around the world rely on Deltek to research and identify opportunities, win new business, optimize resources, streamline operations, and deliver more profitable projects.

Deltek – Know more. Do more.®

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