



CUSTOMER STORY

"Know Way. Know How."

For over ten years, Highlight has provided Development and Modernization, Secure IT and Mission Solutions for our federal government customers. We know the technology; we understand the way our customers and their stakeholders work; and we know how to implement industry best practices for development and services, delivering end-to-end solutions that minimize risk and maximize results.



Company: Highlight

Headquarters: Fairfax, VA

Industry: Government Contracting

Products & Services: program management, IT governance, technology implementation, risk management, and IT service management

Employees: 250

highlighttech.com



info@premierconsultingllc.com



125 Rt-35 North
Red Bank, NJ 07701



premierconsultingllc.com

Challenges:

- Previous ERP (Unanet) provided a major pain point. The inability to forecast for each project and provide a margin analysis report for project managers.
- Used excel spreadsheets for contract summary and reports
- Unable to build pipeline into revenue forecast, which limited the information needed by the management team

Solution:

- Highlight chose Costpoint as their ERP to streamline processes by integrating and automating their finance project, contract and business development information using a single solution
- The detailed forecasting capabilities in Deltek Costpoint were intuitive for Highlight's management team. They have set expectations for employees to maintain them, taking into account projected hours for individual employees and funding changes from customers
- Costpoint allowed Highlight to consolidate and report booked and non-booked revenue from one system without a ton of customization

Benefits:

- Better Insight: Highlight now has the insight it needs to make the right business decisions moving forward
- Saved Time: Reduction in time to close the month end and financial statements preparation by 3 days. Reduced invoice processing by 5 days
- Consolidation: Financials from multi companies without using Excel spreadsheets

"Highlight has been pleased with the training and technical support provided by the Deltek and PCI team during our transition to the platform, including providing all-hands webinars and user guides for our workforce. Our IT team is especially pleased with the Single Sign On capability, which will result in fewer login support requests."

– Tracy Nguyen, CFO, Highlight

