

## Customer Case Study

# Phacil, Inc.

## Deltek Time & Expense™ and Deltek GCS Premier® Help Small Government Contractor Streamline Accounting Processes and Increase Revenue

*“Being able to have everything in one place and readily available – tracking billing, job summary reports, all of it – that’s huge for a business our size.”*

» Roxann Aguirre-Catuna,  
Director of Finance and  
Accounting, Phacil, Inc.

## Phacil

### The Challenge

Providing services and infrastructure support to the federal government can be a challenging endeavor. When your own infrastructure is stretched to meet growing customer demands the challenge then becomes determining what systems need to be implemented to take advantage of potential opportunities. That was the case with Phacil, Inc, a 210-person government contracting firm providing a wide range of services including information technology consulting and facilities management.

As a Small 8(a) Disadvantaged Business, Phacil faced numerous opportunities to grow business and revenue. However, a non-scalable hybrid of several off-the-shelf software packages for accounting, budgeting, and financial analysis was hindering their growth plans.

“We began to face growing pains with our inadequate accounting system. Billing for multiple types of contracts, manually entering timesheets into the system and having to conduct budget analysis outside of the system were just a few cumbersome tasks to name a few,” said Roxann Aguirre-Catuna, Director of Finance and Accounting for Phacil. “In order for the company to support such growth, we knew we had to convert to an enterprise system.”

### The Solution

While the cost and complexity of the solution was a factor in their decision-making process, Phacil was looking for an integrated solution that could scale with their business. Phacil turned to Deltek Time & Expense (T&E) and GCS Premier as their solution of choice. “The deciding factor was knowing we would have one system as the control allows to transfer all the data throughout the business – accounting, payroll, billing, contracts, business development – everything on one system – working in synch,” Roxann Aguirre-Catuna continued.

T&E and GCS Premier were implemented, installed, and initialized over the course of two weeks. This included one week of training for Phacil’s accounting department, which contained only one person who had any prior experience with Deltek products. With Deltek’s assistance, Phacil also began training the remainder of their employees, and all of these employees were using the newly installed T&E solution by the end of the second week.

Within the first year, every process automated by Deltek’s solutions improved substantially. For instance, employees now complete timesheets online that flow through to GCS Premier. In turn, GCS creates invoices for multiple types

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of contracts (including WAWF exports); tracks revenue and costs at the task level which allows Project Managers to monitor their projects; produces financial statements and budgets; delivers Defense Contract Audit Agency (DCAA)-approved reports; prepares ICE models; and most importantly, allows Phacil to track the progress and profitability of all contracts.

**The Benefit**

With multiple processes now streamlined by Deltek GCS Premier and Deltek Time & Expense, Phacil immediately saved \$170,000 in overhead, lowered DSOs (days sales outstanding) by 24%, and increased revenue.

Transparency and efficiency have also increased throughout the organization. "Deltek GCS has allowed us to focus on the day-to-day business rather than to spend that time exporting information to Excel for analysis. Project Managers can now get the reporting that they need on various aspects of their contract, and accounting, human resources and the management team now have sufficient, organized data to base projects and business decisions on," Roxann Aguirre-Catuna reported.

Additionally, with GCS and Time & Expense both approved by the DCAA, Phacil is able to take on larger, more complex contracts, and successfully pass financial, DCAA, workers' compensation and payroll audits due to the strong compliance capabilities within the solution.

Deltek (Nasdaq: PROJ) is the leading global provider of enterprise software and information solutions for professional services firms, government contractors, and government agencies. For decades, we have delivered actionable insight that empowers our customers to unlock their business potential. Over 14,000 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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**About Phacil**

**Overview:** Phacil is a government contractor based in Camden, NJ, providing a wide range of consulting services to both Civilian and Defense Markets, including: Information Technology, Acquisition Support, Facilities Management Support, Security and Intelligence Services, and Human Resources Support.

[www.phacil.com](http://www.phacil.com)

**The Deltek Advantage**

**The implementation of Deltek Time & Expense and GCS Premier systems enabled Phacil to:**

- Integrate and streamline accounting, budgeting, and financial analysis processes
- Increase revenue
- Lower overhead by \$170,000
- Decrease DSOs by 24%
- Manage and grow their business effectively