

Customer
Case Study

Deltek First
Vision Essentials

“The benefits of our leadership being able to access data 24/7 from wherever we happen to be is a tremendous advantage. It has greatly improved the quality and speed of our executive decisions.”

» Irina Kassil
Controller
Brunsing & Associates



Brunsing Associates, Inc.

Brunsing & Associates

Better in the Cloud

The Challenge

Brunsing & Associates has long relied on Deltek Vision to help with their project and financial management. Located in Santa Rosa, CA Brunsing is a 20-person engineering firm that since 1985 provides specialized geotechnical engineering and environmental consulting services to Northern California clients like CalTrans, California Air Resources Board, the Army Corps of Engineers.

With less resources and fewer staff than larger firms, many of Brunsing’s employees wear multiple hats and—without an army of back office staff to rely on—depend on Deltek Vision to automate project management, aid decision making, and get things done. One key employee who knows all about wearing multiple hats is the firm’s Controller, Irina Kassil, CPA—who takes on the additional responsibility of managing the firm’s IT infrastructure.

Piled on to her duties as Controller, Kassil must also manage software upgrades, monitor security of Brunsing’s IT systems, ensure data back-ups, and procure any hardware the firm may need. Time-consuming duties like these were an additional headache for Kassil, taking away valuable time and attention from her primary financial responsibilities.

As a key member of the firm, Kassil’s frequent out-of-office obligations created even more complexity. With hardware locked away in the server room and no remote access to Brunsing’s systems, any potential IT issues could be

debilitating for the firm until Kassil’s commitments as Controller allowed her the time on-site to correct them.

Brunsing struggled to ensure their systems were current and secure, to safely maintain up-time and availability even when key IT staff were away from the office, and to reduce the burden of IT responsibilities—so key personnel like Kassil could focus on core responsibilities like managing the cash flow, preparing financial reports and tracking spending.

Kassil needed a way to offload her IT system responsibilities—without jeopardizing management and administration of the firm, without increasing costs, and without limiting secure access to key Deltek Vision capabilities from wherever and whenever those might be needed.

The Solution

Kassil’s search ended immediately when she learned of Deltek First Vision Essentials—the proven capabilities of Vision—deployable in a cloud-based solution.

Cloud-based solutions like Deltek First are deployed in a secure environment accessed through the web. Solutions in the cloud are accessible from anywhere, highly secure and always up-to-date. Users’ access is nearly identical to software deployed inside an organization. Best of all, the solution is managed for the organization—so they can avoid the hassles of hardware, software updates, data back-ups and security monitoring.

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Security, accessibility, and “hands-free” operation—Kassil quickly recognized this would be a perfect fit for Brunsing. Her firm could continue to rely on Vision without interruption, but use the Deltek Cloud and leave the IT duties to Deltek.

The Benefit

Brunsing soon realized Deltek could maintain their systems better than they could themselves. Said Kassil, “In the past, upgrades were a major event. We had to plan for them, install them, test them, all things that took a lot of time. With Deltek First, upgrading has never been so easy. We left on a Friday evening and when we returned on Monday morning, we logged in and we were using the most current version. I’ve never experienced an upgrade that went so well!”

Hands-Free Maintenance

Deltek’s singular focus on maintenance and support of the crucial Deltek First solution makes ownership practically “hands free.” Activities that used to consume Kassil’s time are now handled by Deltek’s dedicated experts, who work continuously to keep Deltek Vision current with the latest version updates, constantly monitor security, execute back-ups, and even upgrade the underlying infrastructure. Now, Kassil can focus on being the controller—providing valuable financial insight to the firm, instead of doing system maintenance.

Anytime Access

Now Brunsing’s users have secure access anytime, anywhere—directly through any basic Internet connection. Complete visibility means Irina can check on accounts receivable even

when she’s out of the office, and other executives can easily access the data they need to make decisions.

Security

Kassil needed assurance that entrusting Brunsing’s growing operation to the Deltek Cloud didn’t mean putting their firm’s data at risk. In fact, Deltek’s rigorous 24/7 safeguards matched or exceeded the security Kassil established in Brunsing’s internal environment. Brunsing could trust that data isn’t shared or co-mingled, and is backed up routinely from one data center to another for reliable access—even in the event of a catastrophe. Stringent security protection mitigates concerns about potential vulnerability, and gives Kassil peace-of-mind that even in the cloud, Brunsing’s information is safe. “Data security concerns have gone way down,” Kassil said.

Conclusion

For Brunsing, moving Vision to the cloud meant tighter security, easier access, and more efficient operations—all with a proven Deltek Vision solution they had come to know and trust. “Even while we have achieved new state-of-the art capabilities, we have reduced our monthly costs and that makes Deltek First Vision Essentials a clear choice,” Kassil concluded.

Key Benefits

- Hands Free Maintenance
- Anytime Access
- Security
- Same powerful Vision solution - delivered and managed by Deltek.

Deltek 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 15,000 organizations and 2 million users in over 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.® deltek.com