

Customer Case Study

Schjødt

The law firm Schjødt strengthens its knowledge sharing using Deltek Maconomy

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SCHJØDT

Schjødt wanted a dynamic ERP solution to enable knowledge sharing across the company. They selected Deltek to take their workflows to the next level.

Schjødt is one of Norway's largest law firms employing 125 lawyers with annual revenue of approx. GBP 40 million.

Successful knowledge sharing is business-critical for any law firm. It is important to integrate the employees' work with supporting systems, for instance document and task handling, in the best way possible.

Schjødt therefore initiated a comprehensive change process to create a dynamic platform for enterprise-wide knowledge sharing. After a thorough evaluation they decided to purchase Deltek's enterprise business solution for law firms.

ERP for the legal industry

Schjødt's endorsement consolidates Deltek's position as the preferred ERP vendor for knowledge-intensive companies.

It also makes Deltek the fastest-growing ERP vendor for the legal industry in Norway. Deltek now has a market share of nearly 50 percent among the top law firms in the country.

Impressed by customization capabilities

"We were impressed by the dynamics of Deltek's system and the opportunities to customize and integrate to other systems," says Knut-Magnar Aanestad, Knowledge Manager at Schjødt. He continues: "We chose Deltek after a thorough evaluation of the other vendors on the market."

"We had some clear strategic requirements which included user-friendliness, a dynamic structure, integration capabilities, future-proof setup and data security. We evaluated the various systems and made our decision based on these factors," says Aanestad.

Suitable for knowledge-intensive companies

As a knowledge-intensive company Schjødt considers supporting systems to be increasingly business-critical and they are ready to utilize the solutions to their full potential.

"Previously we just wanted our supporting systems to be functional and stable. But now we have given them higher priority and we want them to fully support our business processes. Business process support is essential to us and we believe that we will achieve this with Deltek Maconomy," Aanestad adds.

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Web-based and flexible

Deltek Maconomy is a role-based solution with web access for all users in the company.

“Our business processes are supported in a role-based web interface which accommodates the individual employee’s needs for support and information,” says Aanestad.

“Our lawyers register their availability, giving us a complete overview of the resource situation in the different units,” he adds.

Integration to knowledge database

“We have integrated Deltek Maconomy with Eureka, our knowledge database. Every time one of our lawyers uses a document from Eureka, information is automatically transferred to Maconomy for invoicing and statistics. Furthermore, invoices are now being handled electronically instead of manually,” says Aanestad.

Schjødt now has a complete ERP system with integrated HR and Business Intelligence capabilities. According to Aanestad, Schjødt intends to use the Business Intelligence functionality more extensively.

“It is important that we can easily develop new reports that give us the best basis for decision-making,” says Aanestad, who is very pleased with the follow-up from Deltek.

“The Deltek employees have a high level of competence and we feel that they truly understand our processes,” says Knut-Magnar Aanestad.

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» Knut-Magnar Aanestad, Knowledge Manager, Schjødt

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.®

deltek.com

About Schjødt

Size and location: Schjødt is one of Norway’s largest law firms employing 125 lawyers with annual revenue of approx. GBP 40 million.

Schjødt has offices in Oslo, Bergen, Stavanger, Aalesund and Brussels.

www.schjodt.no

The Deltek Advantage

The key success factors for Schjødt

- Simple integration to knowledge database for optimal knowledge sharing
- Easy-to-use web interface for accurate time registration
- Electronic invoice handling to eliminate manual processes
- Reporting and Business Intelligence capabilities for better decision-making