

## UMS Group Poised for BigTime Growth

How one global energy consultant uses BigTime to manage their global team and keeps Dallas in touch with Dubai.

“BigTime combines the accessibility of an out-of-the-box solution with the flexibility of a much larger system. It’s given our firm the tools we need to keep our world-wide consultants on the same management page. We have complex reporting requirements that BigTime met head-on. Now, our team’s free to focus on what matters most to us: our clients.”

**Michael Chang**  
Director  
UMS Group Inc.

**SUCCESS STORY**

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**UMS Group Inc.**

**AT A GLANCE:**

**Customer:**  
UMS Group Inc.

**Location:**  
New Jersey

**Industry:**  
Global Energy Consultant

**Business Challenge:**  
Getting complex operational data from consultants, managers and four regional QuickBooks files into one easy-to-access repository.

**Solution:**  
BigTime delivers the reporting and integration that UMS Group needs in an easy-to-use browser-based interface.

**Results:**  
UMS Group is poised for growth, and their Global Leadership Team gets the data they need with just a few mouse clicks.

### Customer Profile

UMS Group is an international management consulting firm specializing in the global energy and utilities industries. Clients include over 400 of the world's leading companies.

### Business Challenge

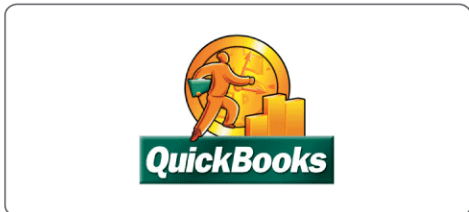
The firm manages all of UMS Group’s complex tracking and billing out of one central office. They’d outgrown their desktop time-tracking package and were looking for a solution that would give regional manager access to the billing and job costing data they needed to manage a globally distributed set of customers and staff.

### Solution Overview

BigTime’s out of the box capabilities were combined with customized links to the QuickBooks GL, regionally-specific time and expense entry and an offline time/expense entry system that lets UMS Group’s staff stay focused on customer service.

### Business Benefits

UMS Group is poised for growth, and their Global Leadership Team gets the data they need with just a few mouse clicks.





UMS Group faced the same challenges any professional services firm confronts. Tracking time and expenses were critical to the firm's success, but taking away from their billable time was not an option. For UMS, that problem was compounded by the fact that their consulting teams are composed of world-class energy consultants who span the globe.

"Our consultants aren't just taking day trips, they're often based in far flung offices or on-site with customers where even internet connectivity can sometimes pose a challenge." says Michael Chang, UMS Group's director of global IT.

UMS Group's managers also needed to review and approve invoices, timesheets and expenses submitted by their consulting teams. And their senior managers needed data: quick, accurate and easy to understand.

"We continue to grow, and we need a time/billing package that can keep up with us. However, we can't hook up to an enterprise system that would be too big and bulky for our internal team to manage. It's a pretty tall order," Chang admits.

UMS Group's accounting team took a look at a number of different time billing and financial packages. Then, they decided to implement QuickBooks Premier Professional Services and an intranet-based PSA package called BigTime. BigTime and QuickBooks synchronize information on projects, staff, time and expenses automatically, but that simple functionality was just the beginning.

"We brought in their consulting team," says Kimberly Cucci, a member of UMS Group's accounting team and the firm's chief BigTime expert. "We needed more than just a simple handshake between our time/billing data and our QuickBooks information. We needed to create

multi-currency invoices in four separate QuickBooks files; we needed BigTime to know which accounts belonged in which regional accounting file, and we needed to post intra-company charges automatically based our accounting rules. Then, we needed all that information to flow into real-time reports for our managers in any office, around the world."

"It was complicated," she admits, "but BigTime's consultants were able to understand our requirements and help us get everything working together."

Since implementing the new system, UMS Group has continued to improve it. "The payoff for us isn't just about saving a few minutes on timesheet entry or on expense reports or on creating invoices," says Cucci. "That's time billing 101. The payoff we wanted for our team was bigger. Now, we can give our managers and consultants more information. Better information, and it's seamless. That helps our teams work smarter. It makes our firm smarter, not just bigger or faster."

Smarter consultants and world-class thinking is what UMS Group's customers expect. "Our clients hire us because they want what we call Best of the Best performance," says Jack Shearman, UMS Group CEO. "Our team used BigTime to give UMS that same competitive edge. That edge," he concludes, "is already making a difference."

"Our clients hire us because they want what we call Best of the Best performance. Our team used BigTime to give UMS that same competitive edge. That edge is already making a difference for us in helping achieve our goals."

**Jack Shearman  
Founder and CEO  
UMS Group Inc.**

**FOR MORE INFORMATION VISIT:**

**Edison's Attic, Inc.**  
<http://www.EdisonsAttic.com>

**Quick Books**  
[www.quickbooks.com](http://www.quickbooks.com)

BigTime and QuickBooks Financial Software work together to help simplify your business management. QuickBooks 2006 Financial Software helps you get more done faster, with a new Home page, simplified Customer and Vendor Centers, and sophisticated business planning tools.

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