

Mavenlink Helps Improve Utilization Rates by 15% for BTM Global



BTM Global Consulting provides system integration and development services for clients ranging from small regional chains to the world's most recognized brands. BTM offers a holistic perspective of long-term needs to help clients succeed and grow.

CLIENT

BTM Global Consulting

INDUSTRY

System Integrator

WHAT MAVENLINK REPLACED

Excel, Netsuite OpenAir

THE CHALLENGE

Excel spreadsheets and Netsuite OpenAir carried BTM through the early years. As the company grew major customizations were needed. BTM reached the breaking point when these tools began to impact productivity. BTM's search for a better way led them to Mavenlink.

"Nothing came close to what Mavenlink could do," said Tom Schoen, President and CEO of BTM Global Consulting.

THE SOLUTION

Critical Reports on Business Needs

Mavenlink's utilization reports, capacity planning reports, and a wide variety of customized reports helped BTM managers create the critical project and resource updates they needed with no coding.

Insights and Dashboards

The BTM team now uses Mavenlink Insights to create dashboards providing the team with an up-to-date understanding of projects and resources.

Forecasting for Success

Forecasting revenue, cost, people, and recruiting needs is now very easy for BTM managers. With Mavenlink, project managers are able to better understand their needs and analyze the effectiveness of their past decisions.

15%

INCREASE IN UTILIZATION

4 Hour WORK ALLOCATION REDUCED TO 10 Minutes

TO LEARN MORE
VISIT MAVENLINK.COM



THE RESULTS

Complete Dashboard Control

BTM Delivery Managers use a customized dashboard to better understand project financial health, resource needs, and forecasted work. Forecasts are shared with clients to help them understand the project progress. Resource management dashboards created with Mavenlink Insights provide utilization rates by week and month, to compare actual to allocated and improve capacity planning. The finance dashboard helps the team forecast revenue in real-time without the need to export for analysis.

Improved Company-Wide Utilization

Mavenlink's purpose-built project management capabilities have made a positive impact across BTM. Today, project managers have experienced a 15% increase in utilization while employees across the company have found a 10% increase in utilization.

Greater Efficiency Everywhere

Before Mavenlink it would take 3-4 hours to input resource allocations and check for accuracy. Today, it takes less than 10 minutes, greatly reducing admin time that can be redirected to drive further efficiencies. BTM also experiences greater accuracy and time saved across all departments.

BENEFITS

- ↳ 15% increase in utilization for project managers
- ↳ 10% increase in companywide utilization
- ↳ 4-hour resource allocation work reduced to 10 minutes
- ↳ 100% Company-wide time tracking adoption

"Mavenlink came at the perfect time for us. I like the product so much that it's easy for me to recommend it to someone else... it really speaks for itself."

TOM SCHOEN, PRESIDENT AND CEO,
BTM GLOBAL CONSULTING



Visit
Mavenlink.com

LEARN MORE

info@mavenlink.com | (800) 860-9544