



case study  
**Atkins**  
**Denmark**

**“In the perfect world, resource management should be an integrated part of project management, and Maconomy People Planner has given us that opportunity”**

Henrik Kaltoft, Head of Department

### **Coherence in resource planning**

Atkins Denmark knows that real people execute successful projects. But how do you optimise the management of these people in relation to the projects they work on? Maconomy helped Atkins address this challenge.



“We have optimised the allocation of our core competences so we use them on the right projects. Of course this will have a positive effect on the bottom line.”

**Carl Vad Jensen, CFO**

The purpose was to improve employee utilisation while consolidating data across Atkins' Denmark entire Danish organisation.

“We decided to implement Maconomy People Planner in one department to see if we could get even better at coordinating and optimising the use of our resources,” says Head of Department Henrik Kaltoft. “We have actually reaped more benefits than we expected.”

### **Professional consulting requires coordination**

As an engineering consultancy Atkins Denmark always strives to offer highly professional consulting services to its clients. These services must be provided by people who are absolute specialists within their field. Consequently, the ability to optimise the management of its internal resources is crucial to Atkins Denmark. In other words, Atkins Denmark must deliver the right competences at the right time.

### **Excel has its limitations**

Like many other companies, Atkins Denmark has – until recently – used Excel for resource planning. However, Excel is not designed for resource management, and therefore the tool has its limitations. For instance, it was not possible to see the coherence between the projects to be executed and those on the drawing board as well as the available resources.

In addition, long-term planning had started to become a challenge due to the different ways in which the departments in the Danish organisation handled forecasting. Consequently, Atkins Denmark chose a resource management tool that could be integrated directly with their ERP solution.

## **Atkins Denmark in Brief**

### **Overview**

Atkins Denmark provides professional consulting services within management, railway, industry, environment, GIS and architecture.

Atkins Denmark is part of the global Atkins Group with more than 17,000 employees across 200 offices all over the world. Atkins Denmark has 400 employees across four Danish departments.



### Resource gaps are spotted early

One of the obvious advantages for Atkins Denmark is that they can now plan projects further ahead and at the same time ensure the right staffing on the projects. Furthermore, Atkins Denmark avoids gaps in their resource planning and under-utilisation of its specialists. CFO Carl Vad Jensen is excited about this opportunity.

"There is no doubt that Maconomy People Planner has given us a better overview of how we use our resources. We have optimised the allocation of our core competences so we use them on the right projects. This has a positive impact on our project profits and of course this will have a positive effect on the bottom line," states Carl Vad Jensen.

### Happy project managers with better overview

Maconomy People Planner has also had a positive effect on the cooperation and team spirit among the project managers who have worked with the solution. Previously, Atkins Denmark spent a lot of time on resource coordination during our Friday meetings. These meetings were the project managers' only chance to reserve the right to select specific consultants for specific projects. Now the time is spent more wisely.

"We have increased our focus on strategy and execution, and the atmosphere in the department has also improved," says Henrik Kaltoft. "Our project managers spend significantly less time fighting over the same resources. In the perfect world resource management should be an integrated part of project management, and Maconomy People Planner has given us that opportunity."

### Scalability provides long-term potential

After the promising start, Atkins Denmark has now shifted its attention to Maconomy People Planner's scalability, which facilitates use of the tool across departments and offices. This allows project managers in the four Danish departments to coordinate their resources across offices and "borrow" resources from each other.

### Partner with business savvy

"Maconomy has a good understanding of the business processes in a consultancy like ours. With People Planner they have given us a valuable tool to optimise our resource management," says Carl Vad Jensen. "In the long run we plan to integrate Maconomy People Planner with our other business processes, for instance in the budgeting phase."

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## Building Value for Atkins Denmark

### Success Criteria

- Replace Excel as the resource management tool
- Better utilisation of resources across functions and offices
- Common tool for budgeting and multi-level resource consolidation

### Maconomy Solution

#### *Projects/Finance:*

Maconomy Consulting Solution

#### *Human Resources:*

Maconomy HR module

#### *Business Intelligence:*

Maconomy AnalytiX

#### *Resource Management:*

Maconomy People Planner

## organic business solutions

Maconomy is a global provider of industry-specific business solutions for Professional Services Organisations. We create a natural relationship between people and processes in professional services organisations and provide the basis for overview, follow-up and decision-making in a way which ensures human as well as financial gain.

Our clients include Semcon, ErgoGroup, Devoteam, Deltares, Millward Brown and agencies within all of the big four global networks Interpublic Group, Omnicom Group, Publicis Groupe and WPP.

Maconomy A/S was founded in 1989 and the corporate headquarters is located in Copenhagen, Denmark. We service and support more than 600 clients in over 50 countries through our offices across Europe and in the U.S., and through an extensive partner network. Today more than 100,000 users worldwide use business solutions from Maconomy.

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