

# Fee-earning revenues enhanced at consultancy firm, Nicholson McBride

## ► Overview

Nicholson McBride Ltd, one of the UK's leading business psychology consultancies, has enhanced its fee earning potential with the use of Asta Teamplan, a project portfolio and resource management software system.

Office manager, Kate Brown, and her client liaison team have enabled the business to track consultant delivery and expenses accurately, resulting in a more efficient system for invoicing, financial accounting and managing consultants' workload.

"Asta Teamplan allows us to compare time, expenses and revenues on a project-by-project basis for each client," said Kate Brown. "Charge-out rates and chargeable expenses are more tightly managed, resulting in enhanced fee-earning revenues."



## ► Background

Nicholson McBride started using Asta Teamplan in 2002 with three users in the client liaison team responsible for all of the project and resource management. Their key asset is their staff. Ensuring each consultant delivers efficiently to clients is critical. Today, Kate Brown and her team have to run multiple projects with 17 consultancy so good project management software is paramount.

## ► The Solution

Asta Teamplan provides complete visibility across all projects as well as real-time reporting to help decision making. It also helps the team resolve any resource conflicts and produce realistic forecasts about project delivery dates and workload for each team member. This ensures that any resource issues, such as over allocation of certain staff, can be identified and addressed accordingly.

"Asta Teamplan has really changed the way we work. Our consultants find the timesheet system very easy to use and really appreciate the forward planning we can now do in terms of their time and upcoming client work." Kate goes on to say "They can accurately record what that have done and we can easily provide clients with accurate progress reports."

## ► The Benefits

From a project administrator perspective, Asta Teamplan has made their lives much easier as they now have one central system where everything to do with projects and resources is managed. This makes reporting to the board much quicker and easier.

“Asta Teamplan is an intuitive system that allows us to get the best from all of our projects simultaneously,” said Kate Brown.

As well as helping Nicholas McBride with the delivery of their projects, Asta Teamplan has helped to increase profitability and reduce costs. The board now receives reports which show the costs, including expenses and consultancy effort for each project. This makes it much easier to see which projects are profitable and to address any overspend early in the process.

“Asta Teamplan has streamlined the way we manage our client projects. We are able to see a snapshot of what has been happening at any given point in time.”