

PROJECT]open[

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*Lluc Diaz,
Director of Corporate Development of KIMbcn*

Foundation KIMbcn Innovation and Technology Transfer Management

Dynamic Management System Adapted to Changes

"KIMbcn has been through big changes in the last years, but]project-open[had no problems to follow.", said Lluc Diaz, Director of Corporate Development and IT of KIMbcn. "And after the change process we are still using]po[as our central resource management and reporting system."

The Customer

KIMbcn, is a private foundation based in Barcelona, Spain dedicated to help entrepreneurs, companies and researchers to innovate, transfer or incorporate technologies. With a strong relationship with the innovation system, the foundation also has offices in Madrid (Spain) and Montevideo (Uruguay). KIMbcn has a multidisciplinary team of 24 people, with an international scope and customer orientation. The main goal of KIMbcn is to increase the economical competitiveness of the region by helping companies be more competitive and innovative.

The Challenge

The main challenge was to build a system that allows the team of professionals to introduce and track the information of the foundation. At the same time it was necessary to find a system that easily adapts to changes and that could be replied in other regions.

The Solution

The core of KIMbcn solution is the integration of all the management system around the tool. The control of the commercial projects, execution projects, the hours dedicated to each project, invoicing, expenses and other administrative tasks, allows the company to allocate the resources and to detect potential improvements. "]project open[acts like the core of information and management of the foundation", said Lluc Diaz. "We are using the tool in Madrid and Montevideo, with successful results"

Global Management of the Foundation

When a global management is required, a trusted system must be used. Focusing in solving the specific requirements of the management of innovation and technology transfer project, with]po[we found the ecosystem where to solve our needs. Project Management, commercial success, hours dedicated, expenses, invoices, absences, and others allowed KIMbcn to develop a whole system of Key Performance Indicators, allowing the foundation to improve the efficiency of the consultants. At the same time,]po[is scalable and replicable, and it is making KIMbcn easier to clone its model into other regions, being the core of the implantation of chapters and the reporting tool to the board.



At a glance

Customer

KIMbcn is a leading innovation and technology transfer consultancy foundation with 24 people and more than 200 customers.

Business Need

KIMbcn needed to satisfy the global management of the company and the improvement of the efficiency of the resources

Solution

KIMbcn implemented the]project-open[project-ERP system with customized extensions for resource management.

Results

KIMbcn increased consultant utilization and reduced customer invoicing time by 55%.

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Selection Process

During the intensive evaluation phase, KIMbcn looked at a long list of both open- and closed-source systems. "We really find out that]po[matched with our requirements, but we not aware of all the potential of the tool until we started working on the implantation project," says Lluç Diaz. "At the end we found]po[, as a very adaptative tool that could allow us to manage all the resources of KIMbcn"

Open-Source vs. Closed-Source

Lluç Diaz, said: "We have no doubt about what to use, Open Source allows improvements and social development, Open is always better than Closed."

The Implementation Project

We started 3 years ago with an intensive internal development of 3 months, when we adapted the tool to our first needs, basically project management and hourly control.

After this period KIMbcn hired a consultant to develop specific modules during 1 year. During this period we activated the invoicing, project controlling, expenses, reporting and commercial success.

"It has not been difficult, but we did a process of continuous improvement based on the changes we suffered", said Michalis Sflomos, Consultant of IT at KIMbcn.

Implementation Highlight

Expected/ unexpected result of the implementation.
Global Management Tool
Tool for different regions
Decision making indicators and information
Increased consultant utilization by 55%
Started a Pilot of Objectives Management

Key Modules Used

]po[Project Management
]po[Resource Planning
]po[Timesheet Management
]po[Timesheet Invoicing
]po[Project Controlling
]po[Absences Management

Business Results

"With]po[we feel that we have it all under control, that we could improve an that we can change without fear", said Lluç Diaz.

The ease of use, together with the full-text search engine, saves consultants valuable time. In addition, middle management now has an improved visibility of project progress, as]po[real-time entries allows them to compare ongoing project progress with consumed resources. Accounting claims that invoicing now works more than twice as fast as with the old system.