



# Northrop Grummann

## Who are Northrop Grumman?

Northrop Grumman Corporation is a \$25 billion global defence company, employing 120,000 people, and providing products and services to military organisations, governments and commercial customers. The IT sector of the company specialises in advanced enterprise, infrastructure, and security solutions.

## The mission

- Improve business efficiency by removing duplication of effort
- Increase the reliability & speed of month end financial reporting
- Analyse work in progress & assess the profitability on each contract

## The solution

- Integrate Timewatch plc's **time**® for **Sage MMS** Time Recording & Billing Solution.

## The results

- Time Recording & Billing fully integrated with **Sage MMS**.
- Data that is entered into Line 100 is passed in real time to **time**® so duplication of data entry is avoided.
- Information in **time**® is always up to date and so project managers are better able to review progress and control costs.
- Manual errors, and the time taken to track them down, have been eliminated.
- Financial administration takes one day less at the end of each month.
- The short window of time allocated for the preparation of month end reporting is less stressful for administrative staff.

## TIMEWATCH CUSTOMER CASE STUDY

### Customer Summary

*"We can now allocate all of our direct costs at the same time as posting the invoice which means that we can provide accurate up-to-date information on projects.† We also save time at the month end when we reconcile the nominal ledger to the cost reports and we know there will be no discrepancies."*

**Miles Bulpitt**, Financial and Administrative Manager, Northrop Grumman

Northrop Grumman IT specialises in the supply of Ship and Plane solutions for tasks such as mission planning, simulation and training, battle management information, military intelligence and secure communications and space technology. The company provides product development and consultancy services which include network design, asset and infrastructure management, systems integration and modernisation, data centre management, maintenance and support.

In the UK Northrop Grumman IT had been using the **Sage MMS** mid range financial application. *"We had intended to use this for job costing as well"* said Miles Bulpitt, Financial and Administration Manager, *"but it was not really suitable. Project Reporting was very, very difficult and we purchased **time**® to perform this role."*

As Sage and **time**® had been purchased at different times they were run separately. Sage was used for expenses, month / year end reporting and for recording everything at nominal ledger level. **time**® was used at Project level to generate the information needed for billing fees and expenses.

Whilst the two packages each performed well, there were some administrative issues in the processing of expenses forms. As Miles Bulpitt explained: *"These were first entered manually into **Sage MMS**, and in doing this, some entries would be summarised. For example*

*costs to the same Project Code would be manually added together. We also wanted to have all the data in **time**® so that we could look at Project performance, review work in progress and assess Project profitability. This meant that all the same data had to be re-entered into **time**® and manually reconciled."*

On average 30 people claim expenses each month. As some people have two different expense forms the total number to be processed each month usually reaches 50. Each of these typically includes between 10 and 30 individual items. A huge amount of data was being entered twice each month. At the end of each month a report was pulled from **time**® and taken into Excel to be compared with the nominal ledger within Line 100.

*"These never agreed"* observed Miles Bulpitt. *"We always had to go back to both **time**® and Sage MMS to track down the original data. Sometimes it was not possible to trace the discrepancies and reconcile the figures. As we have only two days at the end of each month to prepare financial reports on revenue and profit and send them to the parent office we were always rushed and often had to make do with estimate figures for revenue and profit."*

*"It had been clear for some time that this was not an efficient way of operating and it was wasted time and effort. Staff were getting more and more frustrated at having to enter*

*data twice then try to reconcile it, especially when the expense forms were particularly complicated"* commented Miles Bulpitt. *"I was also finding it more and more stressful at the end of the month when I had to get all the figures to reconcile. We realised that there must be a better way."*

When Timewatch introduced a new product, **time**® for **Sage MMS**, Miles Bulpitt could see a clear opportunity and upgraded to **time**® for **Sage MMS**.

*"A member of the Timewatch Consultancy team came into our office, it only took a few minutes"* said Miles Bulpitt.

Now **time**® & **Sage MMS** sit on the same server and Miles, Accounts Staff and Project Managers all have access. *"The link has saved a lot of time. The fact that there is no need to enter data again means that we effectively get one more day at the end of the month to prepare submissions for the US."*

Miles Bulpitt and his colleagues work in the confidence that there are now no manual errors because the data in **time**® is exactly the same as that in **Sage MMS**. This also means that there is no time spent trying to reconcile data.

Northrop Grumman always has real time work in progress information available from **time**®. Previously there might have been a delay of several days between expenses being entered into **Sage MMS** and the same data being entered into **time**®. As Miles Bulpitt commented *"We now have reliable and timely information so we can check targets instantly, we are never behind. This will help project managers review progress and control costs. Some managers are dealing with ten different contracts at one time, anything we can do to help them is very much appreciated."*



### Product Summary

Northrop Grumman implemented **time**® for **Sage MMS** running on SQL Server, with the **webtime**™, Web Browser timesheet option.