



JUDGE CONSULTING GROUP SPRINGBOARD FOR FUTURE GROWTH

QUICK FACTS

Company

- Name: Judge Consulting Group (division of The Judge Group Inc.)
- Location: Conshohocken, Pennsylvania
- Industry: Professional services
- Products and services: Business technology consulting
- Web site: www.judge.com

Challenges and Needs

- Disparate systems and manual processes that cannot support large growth
- Limited visibility into solution sales pipeline and project profitability
- Difficulty supporting project-based business units and acquisitions
- High system-support complexity from numerous custom interfaces and reports

Why SAP® Business ByDesign™

- Software as a service for easy deployment, maintenance, and support
- Scalability and adaptability to meet changing business requirements
- Support for integrated, end-to-end processes (such as HR, time management, and project management with financials)
- Flexible process management with push-based information
- Built-in learning environment
- Improved visibility and reporting for project profitability and sales life-cycle optimization
- Enterprise service-oriented architecture to accommodate real-time collaboration with customers, partners, and suppliers

“We’re very excited to be an early customer for SAP Business ByDesign. This solution will change the way small companies evaluate and purchase enterprise software, and we want to be on the cutting edge from a user and partnering perspective. SAP Business ByDesign allows us to quickly outsource noncore business processes so we can focus 100% on developing innovative industry solutions that our clients rely on Judge Consulting Group to deliver.”

Harry Hirsch, Managing Director, Judge Consulting Group

The Challenge

The Judge Group Inc. (Judge) is a professional services firm that provides business technology consulting, enterprise-wide staffing solutions, and workforce training. Judge expects Judge Consulting Group, one of its specialized divisions, to increase in size five times in just five years, scaling from 50 consultants to 200 this year alone. However, the division has realized that its current IT environment, which is an accumulation of fragmented small-business software and homegrown solutions, is not an optimal match for its expected growth. Manual processes simply won’t scale. And because operational data is fragmented across different systems and spreadsheets, company managers have limited insight into operations, project margins, and solution sales effectiveness. At the same time, the division needs project systems functionality to support solution-based business units that provide enterprise consulting services.

The Solution – SAP® Business ByDesign™

To address these challenges, Judge Consulting Group has selected the SAP® Business ByDesign™ solution. The division will be able to deploy, maintain, and configure the functionality it needs – when it’s needed – and without the overhead of a large IT staff. For example, the division can instantly roll out management functionality to support its new acquisitions. In addition, it can replace manual Microsoft Excel- and Microsoft Access-based processes by leveraging the software’s support for preintegrated, automated scenarios and processes that drive efficiency. For instance, Judge Consulting Group plans to leverage integrated software that connects sales, human capital, time reporting, and project management with billing. And built-in analytics and reporting tools will provide greater visibility into every area of the division’s business, such as project profitability, resource utilization, and sales effectiveness, for more informed enterprise-wide decision making.



50 086 203 (07/09)

©2007 by SAP AG. All rights reserved. SAP, R/3, mySAP, mySAP.com, xApps, xApp, SAP NetWeaver, Duet, PartnerEdge, and other SAP products and services mentioned herein as well as their respective logos are trademarks or registered trademarks of SAP AG in Germany and in several other countries all over the world. All other product and service names mentioned are the trademarks of their respective companies. Data contained in this document serves informational purposes only. National product specifications may vary.

These materials are subject to change without notice. These materials are provided by SAP AG and its affiliated companies ("SAP Group") for informational purposes only, without representation or warranty of any kind, and SAP Group shall not be liable for errors or omissions with respect to the materials. The only warranties for SAP Group products and services are those that are set forth in the express warranty statements accompanying such products and services, if any. Nothing herein should be construed as constituting an additional warranty.