



Success Story

Johns Hopkins Medicine International brings real-time financial transparency to its business with Adeaca PBA™



Professional Services



Healthcare Consulting



Johns Hopkins Medicine International (JHI) is one of the largest healthcare consulting agencies in the world. Servicing clients across the globe, JHI provides expertise in the areas of improving healthcare outcomes, medical training, executives for hire, facility design and much more.

Executive Summary

Johns Hopkins Medicine International (JHI) struggled with operational control and financial visibility, running its complex, multi-year engagements in several different systems and desktop applications. It had a vision to consolidate all aspects of projects inside the ERP and create a holistic project-based infrastructure for its business.

After reviewing options from Oracle, SAP, Deltek, and Clarizen, they chose Microsoft and Adeaca to implement this vision. The team at JHI has retired several standalone applications, engaging everyone on one system with these results:

- Eliminated the use of Excel, Microsoft Project and Access to manage projects
- Went from 3-month in arrears reporting to real-time data access
- Real-time visibility for executives and managers is leading to better decisions
- Gained a transparent understanding of the financial health of engagements

The Challenge

JHI engages in 5 to 10 new projects every year with a variety of different clients around the world, including healthcare providers, governments and educational institutions. These projects tend to be holistic, multi-year engagements aimed at raising healthcare standards through multifaceted initiatives involving various aspects such as designing, building and improving healthcare facilities, medical training, leadership staffing and more.

JHI struggled with visibility and process control across its complex engagements.



Adeaca had the industry expertise and IP to deliver a complete solution.

Most projects had critical elements and information stored and managed in no less than five different office applications, including Microsoft Project, Excel, Word, Email, and Microsoft Access. It became extremely difficult to understand the status of the project both operationally and financially.

The Solution

The executives at JHI tackled the problem head on. They created a vision to integrate all aspects of the business into one system. This approach meant the solution had to:

- Centralize business processes so they could be standardized and JHI could retire antiquated processes and applications
- Create a project framework that could be consistent and replicated
- Track and report on the status of projects from an operational *and* financial perspective

The team looked at solutions from Oracle, SAP, Deltek and Clarizen. After an RFP and extensive selection process involving a third-party technology consultant, JHI selected Microsoft Dynamics and Adeaca Project Business Automation as the right solution that would fulfill its vision.

Microsoft Dynamics provided the robust ERP platform required in an enterprise business application, and Adeaca had the industry expertise and IP delivering the a complete solution for JHI's project-based business.

The Results

JHI achieved unprecedented visibility and control across the organization with the seamless solution from Microsoft and Adeaca. The robust hierarchy and templates in the solution allowed JHI to set up a strong structure for its engagements and standardize processes.

The planning process has improved significantly from the start. Once a project quote is complete, the team has everything it needs to quickly flip that into a live engagement.

Bringing everything into one system means that data can be accessed and reported against in real time. The financial health of every project and the portfolio is available instantly. This kind of transparency was not possible before.

Ultimately, Microsoft and Adeaca have helped JHI:

- Align stakeholders across the organization
- Take control with a disciplined and structured process
- Instantly understand its current financial situation

The most important aspect of the new solution is that P&L owners, managing directors, and executives are able to make decisions with real-time data. That is a key differentiator for JHI's business.

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