

## Case Study: Zentropy Partners

"Replicon's Web TimeSheet is easy to use and implement and has increased employee productivity throughout our organization. Managers and project leaders now have access to critical project information at the touch of a button."

- Odis Braxton, Systems Administrator,  
Zentropy Partners



**Type of Business:** e-Commerce Integrator

**Uses Web TimeSheet for:**

Project time and activity tracking, payroll management

**Corporate Headquarters:** Cambridge, Massachusetts

### Company Profile

Zentropy Partners (ZP), an e-Commerce Integrator with annual revenues of over \$50 million, offers a full line of internet professional services including business and technology consulting, web site development, online marketing, and customer relationship management. Operating from 13 offices worldwide, ZP has worked with over 100 companies such as Microsoft, Coca-Cola, Warner Bros, and Price Waterhouse Coopers.

### The Challenge

For ZP, being successful means being customer-focused by effectively managing their time and labor resources to best serve the multiple clients they are working with at any one time. Achieving this success proved to be quite a challenge without the right management tools in place.

Prior to Web TimeSheet, ZP used in-house spreadsheet templates for project management and client billing. Using this process, ZP found that managing time and labor resources was very informal, highly paper intensive and lacked control. Employees had no way to effectively track time to projects, while supervisors and managers had no means to efficiently collect and use information in a timely manner. The process was both time consuming and frustrating for employees,

### RESULTS SUMMARY

#### Company

Zentropy Partners

#### Vertical Industries

Professional Services, Consulting

#### Proven ROI

- Managers can review timesheet and project information at the touch of a button.
- Detailed information can be quickly accessed with easy to use reports.
- Quick implementation enabled a smooth transition for employees and customers.
- An easy to use application enables employees to focus on their core responsibilities resulting in improved productivity.
- Simplified business processes enables ZP to more effectively serve their customers.

and a barrier to enabling ZP to maximize their organizational effectiveness. With a growing demand for customer driven e-business solutions, ZP began to look for a system to simplify business processes, improve productivity, and enhance customer relations.

## The Solution

After evaluating several competitors' products, ZP selected Replicon's Web TimeSheet as the best solution to meet their needs. Web TimeSheet was cost-effective, easy to use and offered more functionality than competing products. By streamlining processes and providing an easy to use application, Web TimeSheet delivered a noticeable improvement in productivity as well as customer and employee satisfaction. Project time and task information could now be processed quickly and effortlessly.

## The Results

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