

## Quick Facts:

Industry: Chemical, Environmental, and Health Risk Consulting

Company Information:  
700 Employees  
\$108 Million in Annual Revenue  
Headquartered in Virginia  
Operating Since 1999

Scenario: Needed a solution for a unique scenario: Consultants are Environ's cost centers. Their main tracking needs were for employee-related costs for their 700 end users.

Solution: Environ became PROPHIX's first client to implement PROPHIX Web. With hundreds of end users, they are easily able to access PROPHIX from any remote location, simply by logging onto the Internet.

Benefits: Environ is currently saving \$55,000 per year in operational improvements. For every \$1 invested in PROPHIX Software, Services and Internal Setup and Training Time, Environ has received \$5.14 back.

## Case Study - Environ

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Mike Fedash  
Corporate Financial Analyst

### Return on Investment

**Savings of \$55,000 per in operational improvements.**

**Budget preparation time cut in half.**

**Savings of \$40,000 per year in report generation.**

**More effective method of consolidating cost accounting and the report management capabilities, with the reduction of errors.**

## Background

Environ is a technical consulting company with offices in the Americas, Europe, Asia, and Australia. Their services address issues of environmental risk in relation to chemical presence in food, drugs, the environment, medical devices, and consumer products in the workplace. In order to offer the best possible solutions to their clients, they ensure that they stay current in their knowledge of local requirements, regulations, and practices.

### Recognizing the Problem

When Mike Fedash, Corporate Financial Analyst, joined Environ in October 2004, their budgeting was a disconnected spreadsheet system with far too many "back and forth" routing, ultimately disrupting any positive connectivity between principals. He realized that they needed flexibility and tailored options that were advanced enough to create a program that would consolidate entries from a large number of users.

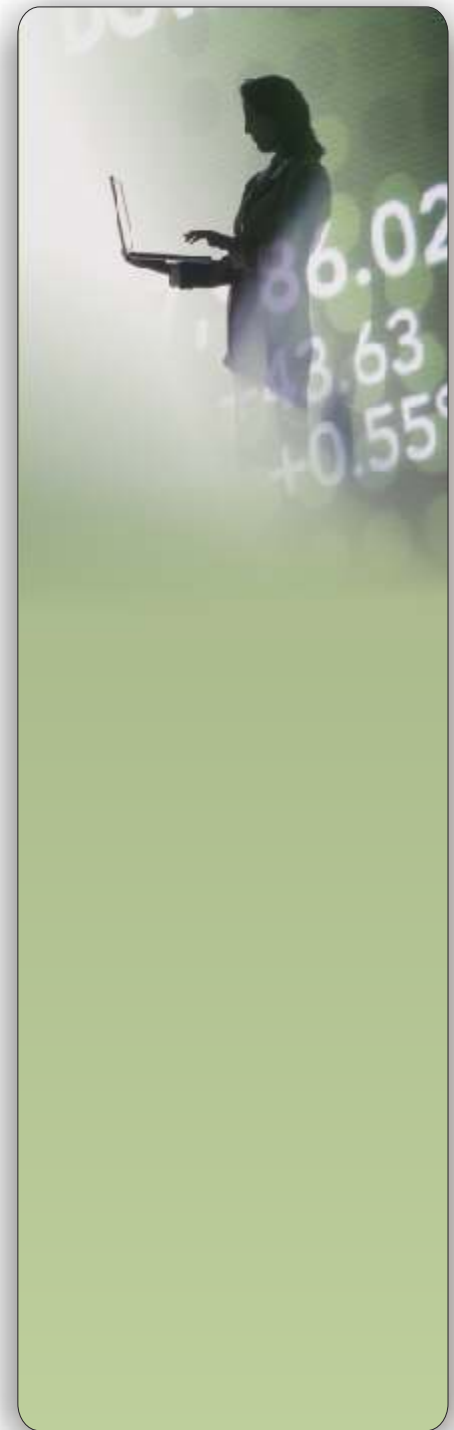
## Implementing a Solution

PROPHIX was the one company Environ found that had the flexibility they needed. They purchased PROPHIX in August 2004 and had it successfully under way by October. For every \$1 invested in PROPHIX Software, services and internal setup and training time, Environ has received \$5.14 back.

With an efficient installation and a quick two-and-a-half week learning curve, end users learned to use PROPHIX effectively and very quickly. Without having to get out their calculators and Excel spreadsheets, offices now have the ability to input their numbers and generate their Profit and Loss reports within minutes so they can get right back to work.

## Bottom Line

PROPHIX has helped Environ save valuable time. Being able to move away from spreadsheets and not having to search for numbers in several pages throughout disconnected files, managers at Environ are now able to go into a single program and find everything they need. With PROPHIX, they can now break down employee records to their lowest level, in order to see their exact costs and billings. Time and cost savings have been highly beneficial all around. **PROPHIX**



"We were able to customize PROPHIX for a professional services-based company and environment. With customization, we are now able to provide our clients with better, more accurate revenue models."

Mike Fedash, Corporate Financial Analyst, Environ



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**PROPHIX**