



Customer Success Story

PCI is the trusted leader in financial management consulting, implementation, and audit support for government contractors, marketing agencies, and professional service firms. We don't just provide solutions—we offer comfort and assurance, guiding you through every step of the process with unmatched expertise and a commitment to your success.

ABOUT AVMAC LLC

Based in Hampton Roads, Virginia, AVMAC provides top-tier consulting services for aviation projects supporting the Navy, Marine Corps, Coast Guard, and Army Air Corps. The company focuses on thorough research, technological advancements, risk mitigation, and delivering clear, organized assessments while building trust and lasting relationships with clients and partners.



Company: AVMAC LLC

Headquarters: Chesapeake, VA

Industry: Aviation & Aerospace

Employees: 500

Products & Services: Deltek Costpoint

Learn More: avmacllc.com

CHALLENGES

- Struggled with limited customer focus due to inefficiencies in back-office operations.
- Faced delays in billing cycles and frequent invoice corrections, impacting workflow.
- Encountered challenges in maintaining seamless DCAA compliance within systems and processes.
- Dealt with inefficiencies across finance, accounting, and human resources teams, hindering productivity.
- Spent significant time on non-value-added tasks, reducing the ability to prioritize customer service, support the AVMAC family, and focus on business growth.

SOLUTION

- Integrated Deltek Costpoint into the entire project lifecycle, from Bid to Closeout, streamlining operations and improving efficiency.
- Aligned systems to better support the company's mission of serving the warfighter.
- Gained enhanced intelligence for more informed and competitive project proposals.
- Improved forecasting capabilities for costs and rates, providing a strategic advantage.
- Enabled timely and accurate invoicing and financial reporting, ensuring smoother financial processes.



BENEFITS

- AVMAC has streamlined its processes by integrating and automating financial, project, contract, and business development information into a single solution.
- Reporting capabilities, invoicing speed, and overall efficiency have significantly improved.
- From the outset, the efficiencies provided by Deltek eliminated the need to hire an additional employee.
- Financial auditors, including DCAA and a third-party external CPA firm, have expressed greater confidence in the company's reporting.



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