



# 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 HIGHLIGHT

For over a decade, Highlight has delivered Development and Modernization, Secure IT, and Mission Solutions to federal government customers. The company possesses deep expertise in technology, a thorough understanding of how customers and their stakeholders operate, and the ability to implement industry best practices. Highlight provides end-to-end solutions that minimize risk and maximize results.



**Company:** Highlight

**Headquarters:** Fairfax, VA

**Industry:** Government Contracting

**Employees:** 250

**Products & Services:** Deltek Costpoint

**Learn More:** [highlighttech.com](http://highlighttech.com)

## CHALLENGES

- Previous ERP (Unanet) provided a major pain point. The inability to forecast for each project and provide a margin analysis report for project managers.
- Used Excel spreadsheets for contract summary and reports.
- Unable to build pipeline into revenue forecast, which limited the information needed by the management team.

## SOLUTION

- Highlight chose Costpoint to streamline processes by integrating finance, project, contract, and business development data into one solution.
- Intuitive forecasting tools helped management set expectations, factoring in employee hours and funding changes.
- Costpoint enabled seamless consolidation and reporting of booked and non-booked revenue with minimal customization.



## BENEFITS

- **Better Insight:** Highlight now has the insight it needs to make the right business decisions moving forward
- **Saved Time:** Reduction in time to close the month end and financial statements preparation by 3 days. Reduced invoice processing by 5 days
- **Consolidation:** Financials from multi companies without using Excel spreadsheets



## Peace of Mind With PCI

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