

American Institutes for Research (AIR) Not for Profit



OVERVIEW

American Institutes for Research (AIR) is one of the world's largest behavioral and social science research and evaluation organizations. AIR has over 1,750 employees working on the overriding goal of using the best science available to bring the most effective ideas and approaches to enhancing everyday life. The intellectual diversity of experts from many fields, objectivity and non-partisanship enable AIR to search for innovative answers to everyday challenges. For AIR, making the world a better place is not wishful thinking; rather it is the goal that drives the organization.

BUSINESS NEED

AIR had a homegrown forecasting system they had used for more than 10 years. As AIR's business grew and they became a more complex and sophisticated organization, they determined they had outgrown the capabilities of the legacy system and launched a search for a new solution.

Their aggressive growth demanded a state of the art financial system to support the pursuit of their world changing goals.

One critical requirement was that the new solution brings together the Project Management Team and Financial Management Team to efficiently and effectively establish and track progress against project budgets in a consistent manner across the organization. Costpoint data provided a picture of historical project performance, and the new system would augment visibility into the future and further improve accountability at the project level.

WHY SEMFIN

AIR spent a year refining requirements and evaluating all solutions available on the market including, Costpoint Budgeting and Planning, and were planning to continue development efforts on their homegrown system because none of the solutions offered what they needed. Then they discovered SemFin and FocusPoint. SemFin's combined expertise in government contract accounting, Costpoint and Cognos TM1 and BI software was compelling, and enabled them to quickly understand AIR's requirements and challenges.



"FocusPoint helps us see the entire picture - Costpoint lets us see where we have been, FocusPoint helps us see where we are going and includes our entire book of work."

SemFin's solutions provide actionable information that allows AIR financial and project management staff to track progress and make faster, better informed decisions regarding management of customer and AIR funds."

— **Larry Trapuzzano**

Program Finance Director

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SOLUTION

FocusPoint provided a single application for corporate and project level budgeting, planning and forecasting. SemFin's comprehensive knowledge of Costpoint and government contract accounting facilitated an efficient and effective configuration process resulting in a FocusPoint system that mapped to AIR's specific business processes. FocusPoint brought AIR's financial and project management teams together. It delivered comprehensive and trusted project level detail to the finance organization and actionable financial intelligence to the project management teams. This allows AIR to be a better steward of their customer's funding, and most importantly powers AIR to more efficiently make the world a better place.

BENEFITS

- Time saving single trusted source of data with real time visibility
- Reduces planning cycles
- Provides the financial condition of each contract for each customer and project manager
- Ability to establish multiple views and analyze data in flexible slices
- Seamless Costpoint integration
- Keep Budget and Forecast up to date in a single tool
- Staff experts outside of the organization's financial office can understand data and manage projects, budgets and forecasts



"SemFin listens and learns; if it is important to us it becomes important to them. They were committed to the success of our implementation project and now that we are up and running they remain committed to our partnership as well as their solutions."

– **Larry Trapuzzano**

Program Finance Director



SEMFIN | INDUSTRY EXPERTS IN GOVERNMENT CONTRACTING | COSTPOINT, IBM, AND COGNOS

The SemFin Group was established in 2005 and has become the premier provider of financial performance management solutions for government contractors and project-focused enterprises. SemFin is an IBM Cognos Certified Solution Partner with decades of experience in IBM Cognos Business Intelligence, Cognos TM1, Cognos Planning and Deltek Costpoint applications.

They also bring deep domain expertise in Government Contractor Planning, Variance Analysis and Reporting. We have leveraged this experience to develop FocusPoint, the preeminent planning, forecasting, and analysis product for the government contracting market.