

Decision Story Daptiv PPM



About Kleinfelder

Kleinfelder is a leading professional services firm in natural and built environments for municipalities, government agencies, multinational companies and industrial concerns across the nation. With a staff of nearly 2,000 Kleinfelder is one of the nation's largest employee-owned firms providing planning, engineering, scientific, technical and management solutions.

Decision Stories – Why Daptiv?

Interview with Mark Stillman, Project Control Specialist

What drove your company to look into collaborative business software? What were your motivations, and what were your business needs?

Kleinfelder recently implemented a 2015 Strategic Direction with the mission to become a highly-competitive, billion-dollar, market-based company serving select clients around the world. In order to realize our goal of tripling in size within the next 5 years, it was determined that we needed to vastly improve our resource load-leveling capabilities. As an employee-owned company, we realized that it was critical to maximize our existing resource base across all market sectors and more efficiently manage our “just-in-time” hiring program.

At the same time, we were seeking ways to more effectively deliver quality projects to our outstanding clients through collaborative technologies. We did not want to impact our IT department with new delivery software implementations that are expensive and time-consuming, so we focused on the Software as a Service (SaaS) model. In summary, we required a solution that could meet our immediate resource management needs, and that was also capable of improving our long-term project delivery objectives.

What process did you go through to select a vendor?

We wanted an intuitive solution with powerful features for use by all levels of the organization, and flexible reporting to meet our executive management needs.

In addition to Daptiv, did you look into other collaborative business software providers? If so, which ones did you look into and why didn't you choose them?

In addition to Daptiv, we evaluated:

- **Primavera.** It is a powerful tool that is used extensively in our industry, but it is not user friendly and it's very expensive when migrated to the SaaS model.
- **Attask.** In the sales evaluation process, they concentrated too much on the competition and not what their product can do for my company.
- **Clarity.** Strong project management solution, but requires extensive setup timeframe and they were not willing to reduce minimum license

What do you like most about Daptiv (benefits of product, why Daptiv as a company is unique)?

Daptiv offered a great portfolio of basic and advanced functionality, competitive pricing, backed by dependable support capability. Although they are a relatively smaller company, they are recognized along with higher-priced Primavera and CA Clarity as a leader in the Gartner PPM Magic Quadrant doing business with customers worldwide. Daptiv's solution is highly configurable offering the simplest user-interface. They were the only vendor with the simplest and most flexible application licensing pricing model.

Daptiv PPM was the most intuitive, easy to use solution that seemed like the right fit for our company – Daptiv worked tirelessly during the evaluation process to answer our all questions and respond to every request. We've had a very good experience working with the people at Daptiv – everyone has a 'can do' attitude. You can tell that Daptiv employees are confident and committed to customer success. They approach work with enthusiasm.

How do you hope to use Daptiv PPM?

We will initially be using Daptiv PPM within Kleinfelder's Water and Transportation Divisions, and we hope to evaluate the PPM features quickly and see how other Divisions can leverage the solution. We plan to utilize the Capacity Planner for high-level resource planning, and will build customized trend analysis reports for use by our Project Managers and Executive Management team.