



KCI Technologies Reduces Invoicing Costs over 65% with Project Partners Invoicing™

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Project Partners L.L.C., the world's foremost experts in the use and extension of the Oracle® Projects applications, today announced that KCI Technologies Inc has reduced invoicing costs in excess of 65% by deploying Project Partners Invoicing.

KCI Technologies Inc., a Maryland-based consulting engineering firm with offices in the Northeast, Southeast and Mid-Atlantic, offers turnkey expertise in a wide range of disciplines. KCI professionals designed regional infrastructure systems; planned communities, schools, and universities; built a major league baseball stadium; restored failing stream systems; and protected wetland areas.

KCI Technologies implemented Project Partners Invoicing to reduce the time and effort spent producing manual invoices from KCI's Oracle Projects applications implementation.

"Prior to using Project Partners Invoicing we produced custom invoices based on complex client requirements by exporting data from Oracle Receivables and manipulating it in Excel," said Alan Mlinarchik, KCI Technologies' chief information officer. "Across the organization, Project Accountants spend 600 to 900 hours per month to produce these invoices and reconcile them with Oracle Receivables. Based on results producing the client invoices that we have automated to date, we expect to produce and verify the same number of custom formatted invoices using 200 to 300 hours of labor, a 67% reduction, allowing the Project Accountants to spend more time on analysis. There has also been a cultural change, in that our people now feel more comfortable with the invoicing data since it all comes straight from Oracle. The reconciliation process has changed to a quick "Trust but Verify" quality assurance process."

KCI Technologies recouped its investment in Project Partners Invoicing in 4.6 months.

"One of the features offered by Project Partners Invoicing that adds significant value is the ability to create consolidated invoices at a 'master project' level," said Mr. Mlinarchik. "Often we'll execute multiple projects for one customer, who, using standard Oracle Projects functionality, would receive multiple invoices every month, one for each project. Using Project Partners Invoicing's consolidated invoicing functionality means we can issue one monthly invoice to a customer at a summary level, with back-up details that break the charges down by project."

Project Partners Invoicing has been well received within KCI Technologies. "We're very pleased with Project Partners Invoicing and with the team at Project Partners," Mr. Mlinarchik reported.

Carol Scott, KCI Technologies' public utilities billing manager, puts it even more simply, "PIC Invoicing is sweet!"

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About Project Partners Invoicing

Project Partners Invoicing is easy-to-use, and delivers custom invoice formats integrated with Oracle Project Billing, Oracle Receivables and Oracle BI Publisher, enabling users to issue invoices in each customer's preferred form, independent of WBS. Project Partners Invoicing's middleware insulates end user reports from underlying data model changes in the Oracle Applications.

About Project Partners

Project Partners, LLC is a privately held firm headquartered in Half Moon Bay, California, offering consulting services and enterprise software products to project-driven firms. Founded in 1997 by Randy Egger, the former chief architect of Oracle's Projects Applications, Project Partners has grown to include many talented people, including some of the original Oracle Projects® developers, support specialists and implementation consultants. Over 275 firms around the world have selected Project Partners for expert services and products that deliver an enterprise project management solution, increasing productivity and reducing operating costs. An Oracle Certified Partner, Primavera Technology Partner, Microsoft Partner and @Task Gold Partner, Project Partners has executed global implementations for clients who manage tens of thousands of projects, thousands of users, multiple languages and currencies. At Project Partners we are not satisfied until our customers are delighted, and it is this dedication to joint success that has garnered us the highest praise from our clients. We are proud to be widely recognized as The Experts in Enterprise Project Portfolio Management™.

About KCI Technologies

With sales of \$104.7 million in 2005, KCI Technologies is ranked 85 on the Engineering News-Record's list of the top 500 engineering firms in the country. KCI employs over 900 people operating out of 22 offices in 10 states -- Delaware, Florida, Georgia, Indiana, Maryland, North Carolina, Ohio, Pennsylvania, Virginia, and West Virginia -- and the District of Columbia. It is the largest employee-owned engineering firm based in Maryland. Visit <http://www.kci.com> to learn more about KCI Technologies.

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