

Client Case Study:

## LEA Consulting Ltd.

Successful engineering consulting firm plans for continued success by moving from Deltek's on-premise solution to Deltek Vision in the cloud.

### The Challenge

Ontario-based LEA Consulting Ltd. has had a rich, varied, and successful history since its initial founding in the mid-1950s. LEA's project portfolio contains large scale undertakings related to civil engineering, urban planning and structural design. The company has worked closely with major public sector partners such as the Bank of Canada, Ministry of Transportation Ontario, GO Transit / Metrolinx, and the Toronto Transit Commission; as well as private developers like Cadillac Fairview Corp., Loblaw Companies Ltd., and Great Gulf Residential. LEA's work with these partners has led to their involvement on many noteworthy projects including York Region Transit's VIVA Bus Rapid Transit Project, the Eglinton Crosstown Light Rail Transit Project, and the renovation of the historic Maple Leaf Gardens.

With an employee base of nearly 200 people, LEA couples its massive projects with a large labor pool. Despite the number of moving parts, LEA has been able to effectively and efficiently manage a portion of the business with a two-person IT team supported by Deltek Vision – the only end-to-end Enterprise Resource Planning solution designed exclusively for the needs of Architecture and Engineering professionals.



Company: LEA Consulting Ltd. • Headquarters: Markham, Ontario

Industry: Consulting engineering • Products and Services: Specialization in infrastructure engineering and planning sectors • Employees: 150 to 200

Website: <http://lea.ca/>

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## The Solution

All three proposed solutions were viable for LEA, making additional research and review necessary to choose the one that made the most sense. LEA had started its cloud evaluation, turning to its business advisors, AMR Group, to help justify the business case of moving to the cloud rather than staying on premise.

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*“We had been running version 7.1 for quite a few years and hadn’t any sense of urgency to upgrade. It was also self-hosted; we had it running on our own equipment. It started to get to the point the hardware was coming of age and needed to be replaced.”*

- Steve Hillier  
IT Director, LEA Consulting Ltd

Factors that fueled the decision included the proliferation of cloud computing, ease of management and flexibility.

“The entire IT industry is moving to cloud-based services,” Hillier said. “We’d have to go in the direction eventually, either now or in another three to five years. We have a very small IT department, and we’d continually have to support our own hardware with the self-hosting option. We also needed to pick a configuration that would be scalable for us, given the company is continuing to grow.”

Security issues were not a concern, particularly since Deltek was eager to provide information on how it effectively manages it in the Amazon cloud. This is the same platform used by the National Bank of Canada, “Toronto Star” publishers Star Media Group, and other organizations throughout Canada

and beyond to manage their systems. Moving to the cloud won out.

## The Benefit

In addition to offloading LEA’s IT administration duties and providing flexibility for growth, Deltek Vision in the cloud came equipped with a wide range of features as part of the package.

Since the upgrade from Deltek 7.1 to 7.6 provided enough change to require time for staff to adapt, LEA did not dive into the full slate of new features from the start. But it was able to enjoy a few smaller features right out of the box.

The Deltek Touch Time and Expense app was a crowd-pleaser from the get-go. With people frequently in and out of the office, and a number of mobile workers, giving

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employees the option of updating time sheets and submitting expense on the fly has already brought a boost in productivity as well as “a lot of joy,” Hillier said.

## The Bottom Line

Even though LEA had known it needed to make a change related to its ERP, moving

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“AMR took us by the arm and walked us through to make sure we are maximizing the application. They provided recommended hardware configurations, infrastructure recommendations and helped us understand the Deltek Vision features since 7.1.”

- Steve Hillier  
IT Director, LEA Consulting Ltd

outside of Deltek had never been a consideration. LEA has been a satisfied Deltek client of AMR Group for a number of years, making it a no-brainer to stick with Deltek as well as the business consultants that continue to provide visionary IT solutions.

Other benefits of working with AMR and Deltek include peer networking with access to a local user group – and the fact that AMR went above and beyond to ensure LEA got through its decision and everything went as smoothly as possible. “They were there on standby,” Hillier said.

With additional help from AMR, LEA plans to explore more of Deltek’s benefits in the future, particularly the project management and CRM capabilities. With Deltek Vision in the cloud, LEA now has the tools to not only

manage its continued growth and success, but to likewise contribute to it.