

ELP Business Connections implements Severa professional services automation (PSA) system

SaaS-solution enables the consulting network to operate virtually around the globe

NEW YORK, NY - June 25, 2009 - ELP Business Connections GmbH has started to use [Severa's](#) professional services automation system. The consulting organization utilizes Severa in making the management of sales, customers and projects more efficient and in automating the billing process. ELP Business Connections is a global network that consists of approximately 200 management consulting companies in 25 countries.

ELP Business Connections has customers from many different industries, such as manufacturing, distribution, trading companies and professional services organizations.

According to ELP Business Connections' Senior Partner Erkki Pasonen, before implementing Severa project management solution, the firm was relying on two separate software applications for managing business operations.

Says Pasonen, "Earlier, we were using Visma Software's Nova system for billing, and Projectplace for project management. Our need was to combine these separate systems into one single system to enhance work productivity."

The consulting network that operates globally creates special challenges for professional services automation. "We required our PSA system to be an online, always on application that was accessible from anywhere in the world," noted Pasonen. "Our consultants work in several time zones, from Washington to Shanghai. We needed a solution that enables 24/7 virtual operations regardless of time and place. The SaaS-service that Severa offers is an excellent choice when considering this requirement."

According to Erkki Pasonen, ELP Business Connections will resell the Severa PSA application in the near future. "Besides using Severa to support our own business, we plan to resell Severa internationally."

Severa enables its customers to manage customers, projects, work time and billing easily and efficiently with one system. Severa users are professional services organizations in the fields of management consulting, advertising, architecture, engineering and IT services.

Further information:

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About ELP Business Connections GmbH

ELP Business Connections is a global network that consists of approximately 200 management consulting companies in 25 countries. ELP Business Connections network consults its customers all over the world in arranging business connections, developing the business and improving competitiveness. The services of the company include among others market research, business negotiations, competitor and price clarifications, internationalization services and business set-up and acquisition arrangements. The company has customers from many different industries, such as manufacturers, distributors and trading companies, institutions and business service companies like accountants and law offices. More information on www.elpnet.biz.

About Severa

Severa Corporation is a leading provider of SaaS-based professional services automation designed to take the pain out of project management for small- to medium-sized businesses. Severa 3 is offered as an online application for verticals such as advertising agencies, IT, consulting, law firms, engineering houses and architecture firms. Severa enables its customers to manage customers, projects, work time and billing more easily and efficiently with one system. Severa's transparency into project data helps communicate business objectives, optimize resource allocation and reduce revenue leakage. Severa has received the Red Herring Global 2008 Winner Award. For more information on Severa Corporation visit www.severa.com.

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