Cosential Launch

The Hunt Corporate Communications Team recently implemented new software which will help maintain and track critical company data, thus helping to make the proposal process run more efficiently, and help to make our proposals more accurate and compelling. The end goal: Win more work!

The software, Cosential, is a web-based, centralized information platform that stores and maintains all information related to Proposal Management and Customer Relationship Management. This type of system is highly beneficial since it saves crucial time in searching and verifying data during project pursuits, thus allowing for more strategic pursuit submissions and easier maintenance of important data that is used on a consistent basis.

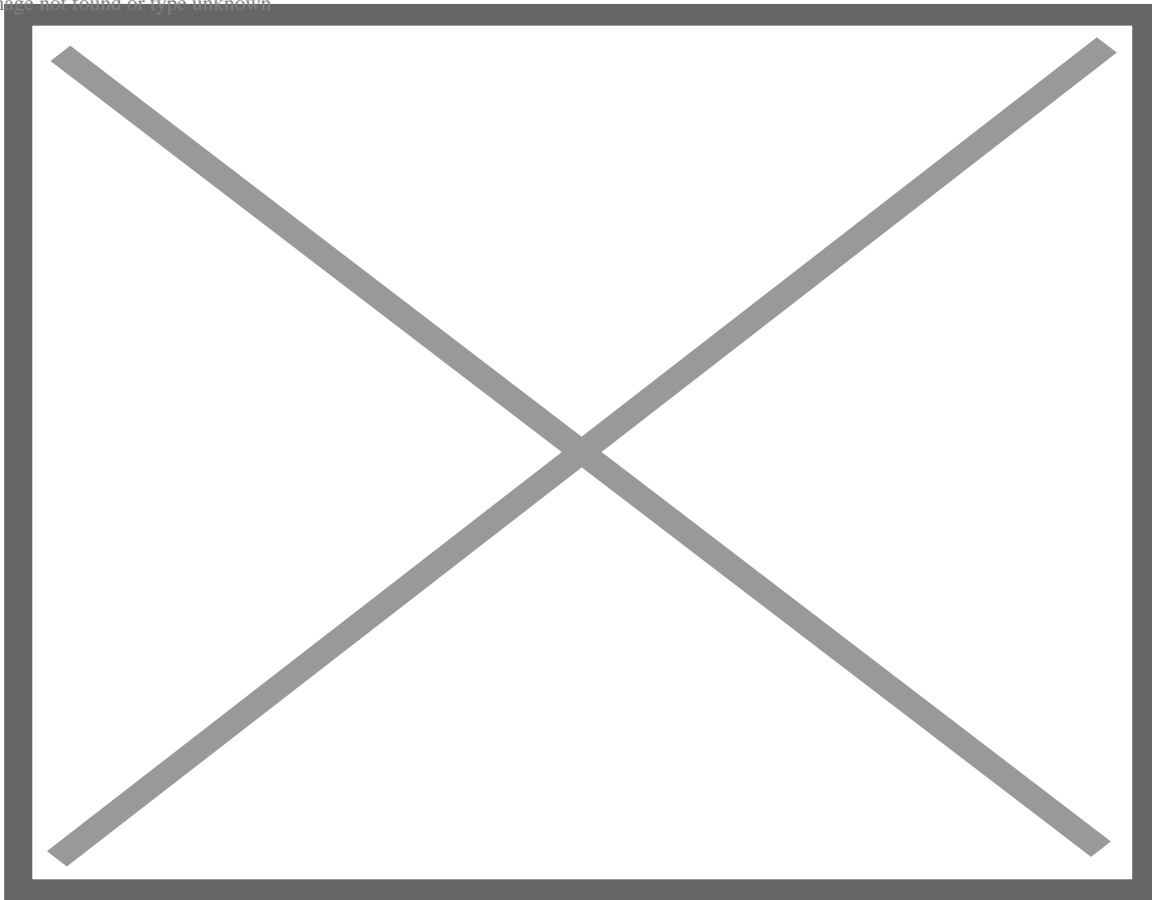This data includes, but is not limited to:

- Company and Contact Data
- Personnel Data
- Project Data
- Firm and Organization Data
- Knowledge and Boilerplate Data

Implementation Team

For the successful implementation of any firm-wide software system, an Implementation Team that spans across the business is essential. Each team member will bring a wealth of knowledge for their particular subject matter throughout the implementation, as well as bring new perspectives and challenges that relate to their department's data and processes, and the effect of these processes on business as a whole.

A great deal of time by each participant will be dedicated to this initiative in order to proceed through the phased implementation as planned with as few set-backs as possible. This will help ensure accurate and realistic processes are developed for future maintenance of the system.

Phased Timeline

As with any database, it is only as good as the information that goes in it. Therefore, a great deal of effort has been spent over the last two months researching current internal processes and data maintenance systems, discussing methods of data integration, and finally, developing a realistic, phased Implementation Plan spanning the course of nine months.

- **Phase 1 – Implementation**: June – August 9, 2013
- **Phase 2 – Soft Launch**: August 12 – September 30, 2013
- **Phase 3 – Full Launch**: October 1 – November 11, 2013
- **Phase 4 – Data Maximization:** November 12 – December 31, 2013
- **Phase 5 – Future Plans**: January 2014

During the month of July, the Implementation Team will focus on gathering Project, Contact, Personnel, Opportunity, and Boilerplate data from the various Hunt business units, CGL, RicciGreene, and LEDIC Management Group. An integration plan for Hunt's newest acquisition, Centerline, will be developed following the close in September. Additionally, we will be creating templates for easy export, and will be developing the workflows and reporting modules built in the

system.

If you would like more information on the Cosential system, or would like to be involved during the Implementation or as a User, please contact Keeley Clements at keeley.clements@huntcompanies.com or 404.936.2425.