

# News Release

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## **AVANADE TO HELP HNTB EMBARK ON ITS DIGITAL BUSINESS TRANSFORMATION JOURNEY**

*Project will use Microsoft Dynamics Business Solutions to Support HNTB's transition to a Digital Workplace*

**KANSAS CITY/SEATTLE – September 01, 2015 –** [Avanade](#), the leading provider of innovative digital services, business solutions and design-led experiences, today announced it is working with [HNTB](#), a leading engineering and architecture firm, to help reengineer existing sales and project management solutions and bring the firm to the digital age with Microsoft technologies. HNTB will leverage Avanade's experience in business process design, enterprise resource planning (ERP), customer relationship management (CRM) and change enablement to replace more than 55 unique and custom applications.

Over the next three years, Avanade will deliver a new business process model, based on Microsoft Dynamics AX, Dynamics CRM and Microsoft collaboration and business intelligence tools which will unify HNTB's U.S. offices. The solutions deployed as a cloud service on the [Microsoft Azure](#) network, will support the automation of HNTB's entire project life cycle including sales, contracting, project management, and billing management to bring new levels of efficiency, collaboration and speed to operations.

"As a key component in maintaining our competitive advantage, Microsoft's Dynamics solutions allows HNTB to embrace the digital workplace to speed up the flow of information and increase productivity and employee engagement," said Brian Swenson, senior vice president for HNTB. "Avanade's approach to enterprise solutions using its [RapidResults](#) capabilities was a major differentiator and will ensure increased productivity and revenue for our organization as well as drive innovation through streamlined operations and insights."

The HNTB and Avanade teams will take a phased approach to the multi-year program. Phase one will deploy innovative sales and project management capabilities through 2015 and 2016.

"Becoming a digital workplace has become a business imperative," said Michael Merfeld, senior director of Industry solutions for Avanade. "We are delighted to support HNTB in its journey to deliver innovation through new ways of working."

### **About HNTB**

HNTB Corporation is an employee-owned infrastructure firm serving public and private owners and contractors. With more than a century of service in the United States, HNTB understands the life cycle of infrastructure and addresses clients' most complex technical, financial and operational challenges. Professionals nationwide deliver a full range of infrastructure-related services, including award-winning planning, design, program management and construction management. For more information, visit [www.hntb.com](http://www.hntb.com).

## About Avanade

Avanade is the leading provider of innovative digital services, business solutions and design-led experiences, delivered through the power of people and the Microsoft ecosystem. Our professionals combine technology, business and industry expertise to build and deploy solutions to realize results for clients and their customers. Avanade has 25,000 digitally connected people across 22 countries, bringing clients the best thinking through a collaborative culture that honors diversity and reflects the communities in which we operate. Majority owned by Accenture, Avanade was founded in 2000 by Accenture LLP and Microsoft Corporation. Learn more at [www.avanade.com](http://www.avanade.com).

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