



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

Half Moon Bay, Calif. October 12, 2006 / PRNewswire

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' Project Information Center™ (PIC) Invoicing product.

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 Information Center (PIC) Invoicing to reduce the time and effort spent producing manual invoices from KCI's Oracle Projects applications implementation.

"Prior to using PIC 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 PIC Invoicing in 4.6 months.

"One of the features offered by PIC 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 PIC 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."

PIC Invoicing has been well received within KCI Technologies. "We're very pleased with PIC 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!"

- more -



© Project Partners LLC 2006 www.ProjectP.com Phone 1.650.712.6200

520 Purissima Street, Half Moon Bay, CA 94019



About Project Information Center (PIC) Invoicing

Project Information Center™ (PIC) Invoicing is an easy-to-use, web-based composite application. PIC Invoicing delivers custom invoice formats integrated with Oracle Project Billing, Oracle Receivables and Oracle XML Publisher, enabling users to issue invoices in each customer's preferred form, independent of WBS. PIC'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 software products to project-driven firms. Founded in 1997 by 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 175 firms around the world have selected Project Partners for expert services and products that extend the Oracle Projects applications, to increase productivity and reduce operating costs. An Oracle Certified Partner, Project Partners has executed global implementations for clients managing tens of thousands of projects, thousands of users, multiple languages and currencies.

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.

All trademarks or registered trademarks are property of their respective owners. Oracle is a registered trademark of Oracle Corporation and/or its affiliates.

- 30 -

Media Contact:

Kimberly McDonald Baker
Project Partners LLC
734-354-9066
kbaker@projectp.com

