

PlanMill PSA Cloud serves a leading service business provider in Romania

ICS Romania based in Bucharest is a regional geospatial solution provider for Romania's public administration and large companies. It now answers the demands of burgeoning customer needs using PlanMill PSA (Professional Services Automation) on the Cloud.

[PlanMill's web-based PSA](#) is handpicked by **Marcel Foca**, General Manager of [ICS Romania](#) to support its growing service business. After a thorough needs analysis conducted online with experienced PlanMill consultants followed by [PlanMill Quick Deployment Model](#), PlanMill PSA Cloud was up and running in no time.

According to **Marcel**, selecting PlanMill's PSA solution is a straightforward solution. Being a regional market leader in information, circumstance analysis, and data usage, the company understands the benefits of a turnkey solution. Although PlanMill PSA was customized to some extent to fit local requirements, enhancing customer relationships and implementing project management systems was ready from day one.

– We chose the PlanMill system from amongst the many web-based solutions because we see it as the most suitable and ready to serve our business needs -- we are happy to make it a daily part of our operations, says Marcel.

*– We look forward to include Romania as a new territory in the expanding roster of PlanMill Cloud ecosystem users. We're very excited to serve ICS Romania in a promising environment of technology innovation as part the European Union (EU), says **Thomas Hood**, CEO, PlanMill Ltd.*

“No software, no hardware – just Internet!”

PlanMill offers SMBs a dynamic ecosystem in cloud computing. Cloud computing, or software as a service (SaaS), is when IT software and services are delivered over the web and through a browser.

PlanMill PSA (Professional Services Automation) is a comprehensive web-based management solution, which provides CRM, project, resource, time & expense, service, invoicing and analytics information on the Cloud or On-Premise. With different groups using the system, having project information up-to-date and available in real-time means less administrative work, enhances project management efficiency, and brings financial and environmental savings.

– PlanMill PSA is a powerful, standardised software system that can be easily adapted to support the company's dynamic business processes, Thomas summarises. To learn more of the benefits of PlanMill Cloud and the user-based pricing model, read the [Cloud Ecosystem Summary by PlanMill](#).

Additional information:

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PlanMill Ltd. in brief

Since 2001, PlanMill Ltd. develops and delivers real-time, web-based business application suite for service and project centric organizations on the Cloud (SaaS) or On-Premise deployment. PlanMill CRM, PROJECT, PSA and ERP improve the comprehensive management of sales, service, project, time, and finance accelerating productivity and profitability. Today, PlanMill's innovative solutions serve over 7,000 users in 100+ companies in more than 25 countries. See www.planmill.com

ICS Romania in brief

Since its inception in 1995, Intergraph Computer Services Ltd became the main business partner of Intergraph Corp (Alabama, USA) in Romania. Backed by more than 30 years of industry leadership, technology innovation, and a global service infrastructure, Intergraph Corp has been involved in many of the past decade's most complex and significant engineering and mapping projects. Today the Company's business is developed around two main areas: mapping/GIS & AM/FM and process & building. See www.ingr.ro