

Ampirical



“With QuickBooks, we could only create 20-25 invoices a month. Now we’re able to do 100+ a month. Our cash flow has improved dramatically thanks to that faster cycle time.”

Pamela Flucke
CPA & Controller

Background

Looking back, creating an A/E/C start-up during the brutal recession of the early 2000’s sounds like the worst timing imaginable. Sounds like a great way to lose everything, a great way to regret chasing a dream, a great way to move back in with your parents. What it doesn’t sound like is the beginning of a success story that defies all logic and luck and proves that 3 people with a big dream can actually become more profitable than they ever imagined. Here’s Ampirical’s incredible story.

Solution

First off, their engineering, architectural and surveying work is heralded as a benchmark in the industry and companies from all over the country seek them out for it. No cutting corners there. But secondly, they prioritize beautifully and their office efficiency is off the charts, so they’re running at maximum billable hours at all times. Ampirical is nationally recognized for shattering predictions by growing over 2,000% in revenue in the last 7 years. Their staff grew 2,466% too. Ampirical went from 3 employees to being in the Top 25 of Engineering on Inc. Magazine’s Top 500|5000 fastest growing private companies in just 6 years. Here’s how BillQuick contributed to their success.

About Ampirical

Since 2006, Ampirical has provided comprehensive customer support, from project conception to design engineering, project management, and construction in electrical transmission and distribution. With over 70 years’ experience combined in this industry alone, Ampirical’s founders have a long history of fulfilling their mission in Engineering Powerful Solutions.

Benefits & Results

- 1. Faster Cash Flow Cycle** - Pamela Flucke, CPA and Controller at Ampirical explains, "BillQuick sped up the invoicing process immensely because all the required information for our workflow is kept in one spot. Previously, we kept time and expense entries in QuickBooks and we had to sync them. Now we've eliminated that step entirely. Our cash flow has improved due to faster cycle time."
- 2. Keeping Clients Coming Back** - When asked if it helps her juggle clients easier, Pamela laughs, "Yes! And each one wants to see something different on the invoice. We're up to 20 custom invoices—we're very accommodating to clients in that way—we like to spoil them. Most of them are repeat clients."
- 3. How They Made All That Money** - "It streamlines our process and gives us access." While the rest of their staff grew 60% from 2010-2012, and their number of invoices, time sheets and reports grew exponentially, they didn't have to expand their admin staff. They only added more engineers and specialists to provide even better service, and as a result, their revenue skyrocketed without adding overhead for non-billable staff.

About BQE Software

BQE Software is a world leader in time tracking, billing, and project management software for professional services firms. Its products, including BillQuick®, ArchiOffice®, and EngineerOffice®, simplify the way information is entered and utilized by firms. With over 350,000 users, BQE is the trusted solution worldwide for architects, engineers, accountants, attorneys, IT consultants and business consultants. The company is headquartered in Torrance, California with offices in Australia and Europe.

Ampirical By The Numbers



2,297% Revenue growth from 2006-2012

Get started with BillQuick today and begin saving time and money!
For more information, visit www.bqe.com or call (866) 945-1595

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