

## Esposito Design Associates, Inc.



*"BillQuick has enabled us to capture every dollar that will ultimately become revenue."*

Allen Sabins  
Account Manager

### Background

Esposito Design was using Sema4, a project management software that did not live up to its promises. Tracking projects and estimating costs for new jobs seemed more like an endless, time-wasting Internet search rather than a simple find and click process. "With Sema4, everything was in its own little quadrant," says Allen A. Sabins, Account Manager at Esposito Design.

To take the design firm to the next level of success, Esposito Design needed comprehensive project management software that could provide the principals and the administrative staff with the reports and business metrics they need. "We wanted a full-scale software program that captured all the minutiae and information required to budget and track the project, and make sure it is profitable from beginning to end," says Sabins.

### Solution

After researching different project management applications, Esposito Design chose BillQuick for time tracking, project management, and invoicing. Esposito Design tracks approximately 65 jobs each month.

### About Esposito Design Associates, Inc.

Tracking project costs and business profits has allowed Esposito Design Associates, a full-service architectural interior design firm in Stamford, CT, to raise its revenue and streamline its business. As the 25-year-old company's success grew, the principals realized the maturing business needed more robust project management software to better track its expanding list of incoming new projects.

They can review reports from a macro and micro view and have real-time information for work-in-hand, employee productivity, project budgets, and more. With BillQuick, Sabins also reviews financial data, such as aging and billable vs. non-billable with the principals. "These reports show the heartbeat of our firm," he says.

## Benefits & Results

BillQuick tracks projects from beginning to end. When a new project enters the business, you can assign the project leader and outline the job description. All the necessary information is included for the employees and tracked to create an accurate, detailed invoice. "Bringing BillQuick on board has made life easier for the entire team," says Sabins. "Everything is seamless. Every window takes you to the next steps and frames the whole project full circle so everyone can understand current business activity"

BillQuick stores all this customer, employee and project information and when anyone at Esposito Design has a question about a specific project or business profitability, BillQuick easily generates real-time reports. Sabins explains: "BillQuick makes the admin's life a lot easier and has really helped the principals because we have the ability to look at profitability and generate all types of useful reports. I don't have to explain how to decipher the reports. All the information they need is in black and white and understood quickly."

A knowledgeable, responsive tech team is another big advantage that Esposito Design has realized since upgrading to BillQuick. "The team at BillQuick has been able to put their arms around our business much quicker than our other provider, Sema4. We've had nothing but great experiences with the staff."

"Other software companies," says Sabins, "tend to rotate tech support people." With BillQuick, he has been able to work with the same person, which has resulted in faster, more consistent support. I have someone who knows me and my company and can help resolve issues without pushing me to the next person. We definitely appreciate that kind of personal service."

### 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.

The BillQuick difference is also catching the attention of Esposito Design's customers. During the last billing cycle, a handful of customers noticed that the invoices were different and complimented Esposito Design for the more detailed and reader-friendly invoices. "Even the clients like the new system," says Sabins.

Everyone likes software that helps the bottom line, too. For Esposito Design, BillQuick has been an easy fix for tracking lost revenue. With Sema4, Sabins says they were never sure if they captured all the information. BillQuick makes sure nothing falls through the cracks. "We are capturing every dollar that will ultimately become revenue. We're not missing anything. We know what it costs to keep the lights on. We know what it costs to run a project. Everyone in the organization knows where we stand."



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

## World Headquarters

### North & South America

3825 Del Amo Boulevard, Torrance, CA 90503  
United States of America

Tel: (866) 945-1595 (toll-free)  
+1 (310) 602-4010

Email: [sales@bqe.com](mailto:sales@bqe.com)  
[support@bqe.com](mailto:support@bqe.com)

For more information, visit  
[www.bqe.com](http://www.bqe.com) or call  
(866) 945-1595.

[www.bqe.com](http://www.bqe.com)  
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## Regional Offices

### Australia, New Zealand & Asia

Level 40 North Point Towers, 100 Miller Street, North Sydney NSW 2060  
Australia

Tel: 1300 245 566 (toll-free)  
+61 (02) 9657 1355

Email: [aus-sales@bqe.com](mailto:aus-sales@bqe.com)  
[aus-support@bqe.com](mailto:aus-support@bqe.com)

### Europe, Middle East & Africa

Tel: +44 20 3318 8111

Email: [uk-sales@bqe.com](mailto:uk-sales@bqe.com)  
[uk-support@bqe.com](mailto:uk-support@bqe.com)