Success Story



Project Engineering Consultants

How One Firm Saved Thousands of Dollars and Hundreds of Hours by Implementing BillQuick



AT A GLANCE

Company: Project Engineering Consultants, Ltd. Location: Phoenix, AZ Industry: Professional Services: Engineering Firm Solution: BillQuick + QuickBooks Web Suite (Remote Access) Results: BillQuick helped PEC Ltd:

- Save over \$40,000/year by recording their own time
- Receive payments from clients sooner with faster billing
- Eliminate \$1000s of dollars in working capital and other costs
- Gain more features and functionality than what Deltek offered, at a lower price

Working with Deltek

As Project Engineering Consultants Ltd grew to over 100 employees in four offices, Deltek FMS proved to be problematic. Their goal of turning time card entry over to staff and managers wasn't working out how they planned.

CFO Joe South quickly realized that deploying Deltek across multiple offices would require expensive custom programming because their time entry was rudimentary and their security was inadequate. Additionally, any update from Deltek threatened to crash the custom capabilities.

Project Engineering Consultants Ltd. opted to devote someone to time entry full-time. Three offices faxed their time cards to her, while the home office handed theirs in. Approving, editing, etc. were a time-consuming hassle that resulted in inaccurate information and delayed bills. The full cost for one clerk was over \$62,000 per year.

Billing was also problematic. All billing was done from the home office; however, project managers in each office were part of the billing process. All the faxes, emails and phone conversations and coordination ate up a lot of time. Billings were delayed by up to a month on average.

The BillQuick Difference

South implemented BillQuick and Web Suite, a browser-based add-on for BillQuick, for all four offices and all 100 employees. Joe and his team reviewed managers and staff responsibilities, then set security permissions for functions and information. All staff and managers record their own time in BillQuick or Web Suite, saving PEC over \$40,000 per year.

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The built-in workflow made approval easier and faster, and helped managers stay on top of projects. Approval workflow combined with Web Suite's anytime, anywhere information access made billing coordination significantly easier. Bills got out sooner and payments from clients were faster. Thousands of dollars in working capital and other costs were eliminated.

How BillQuick Helps

It's a competitive world, and the survivors work smarter, not harder. BillQuick helps by:

- 1. Dramatically cutting administrative costs and eradicating the inefficient process of re-entering data, running reports, etc.
- 2. Significantly increasing billable hours. Firms can spend less time doing administrative work and devote more time to what they really get paid for. BillQuick also ensures these billable hours no longer slip through the cracks.
- **3. Noticably trimming the billing process** from weeks to hours by providing information anytime, which makes for efficient billing. Bill one project or batch bill hundreds.
- **4. Shortening the collection cycle**--send one or hundreds of invoices via email with a click. Include an embedded link so that the client can make a payment at your secure credit card portal.
- **5. Granting security-governed access to functions** and information. Deploy BillQuick in one office or dozens--BillQuick scales with you.

Bottom Line:

Firms can get BillQuick, with data conversion, training, consulting, and our highly regarded support services for thousands less than what many firms pay for just support and upgrades to accounting-centric software.

"I looked at a similar multi-office solution from Deltek, letting each office do time entry and billing. Deltek wanted to custom program this for us at eight times more than the cost of BillOuick and Web Suite. And we still would not have had the same functionality as BillQuick and Web Suite. That's the funny thing about **BillOuick. It costs** us less than Deltek and actually does more!"

Joe South

Chief Financial Officer Project Engineering Consultants, Ltd. Former Deltek User