

Customer Case Study:

# Allgeier, Martin and Associates, Inc.

Consulting firm increases billable staff by 30% without increasing overhead

Like many other AEC firms, Allgeier Martin was running into issues relying on QuickBooks for accounting, and a combination of Excel and Access for project management and payroll. Too much billable time was wasted on administrative tasks, and project issues often went unnoticed until well after the last invoice was sent. Allgeier Martin needed a scalable ERP system that would help save time, centralize data, and expand dashboard capabilities outward from the accounting department through to senior management and project managers.



**+\$60K**

**Extra billable time**

Less admin time for PMs has led to \$5,000/month in additional billable time available.

**-80 hrs**

**Reduced burden**

Savings of about 40 hrs./month on payroll and 40 hrs./month on invoicing for admin staff.

**+30 Staff**

**New billable headcount**

Added 30 billable staffers without adding overhead.

# Allgeier, Martin and Associates, Inc.

## Challenges

- Monthly billing process was labor intensive.
- Project managers were wasting time looking for information.
- Time and expense entry was painful.

## Solution

- Allgeier Martin uses Ajera to manage all project and financial accounting functions.
- Project managers have complete visibility into their projects without hours of searching.
- Paperless billing allows draft invoices for the month to be adjusted, approved and generated in only one day.

## Benefits

- Saved 44 hours/month in their invoice generation process.
- Saved \$2,000/month in PM billable time in their electrical division.
- Saved \$2,900/month in PM billable on their civil side.

### **Company:**

Allgeier, Martin and Associates, Inc.

### **HQ:**

Joplin, MO

### **Industry:**

Consulting, Engineering, and Surveying

### **Employees:**

130

### **Website:**

[www.amce.com](http://www.amce.com)

“We cut our invoicing time in half. We can start invoicing sooner and the invoicing process is much faster.”

— Glen Davidson, CFO