

Customer Case Study:

M-E Companies, Inc.

M-E Companies saves 150 hours of annual administrative work by PMs resulting in \$130k of additional capacity.

M-E Companies (recently acquired by IBI Group Inc.), is a management and engineering firm that develops the infrastructure improvements that keep communities functioning and growing. For 14 years, M-E Companies depended on a legacy accounting program to manage its accounting needs. As the company grew, the demands it placed on M-E's accounting staff and project management team to work efficiently were too much to handle.



+\$130K

Additional capacity

Giving project managers better tools led to more accurate pricing and reduced overhead burden.

-20 days

Reduced AR outstanding

Flexible and easy-to-use reporting helped M-E shave 20 days off outstanding receivables.

-4 days

Billing cycle days reduced per month

Using Paperless Billing, the company reduced its invoice period 4 days per month.

M-E Companies, Inc.

Challenges

- Monthly billing and invoicing was labor intensive. The whole process would take five days for review and approval.
- Insufficient audit trails led to delays and errors in invoicing.
- Silo'd project tracking and accounting efforts strained relationships between PMs and administrative staff.

Solution

- Project managers are no longer surprised by unexpected charges on invoices and are better prepared when it's time to review invoices.
- Paperless billing review keeps an audit trail of any requested edits and approvals.
- By eliminating both the invoice surprises as well as printing of billing reports, project managers save two to three hours per week in administrative tasks that they can now allocate to billable time.

Benefits

- M-E saved \$130,000 per year in administrative time for project managers.
- Reduced billing time from 5 days to 1 day per month.
- M-E successfully reduced outstanding accounts receivable from 65 to 45 days.

Company:
M-E Companies

HQ:
Westerville, OH

Industry:
Management & Engineering

Employees:
100

“Project managers now have more resources that are accurate and timely... Project managers are loving the tools.”

— Julie Barber, Accounting Manager