

Customer Case Study:

Bay - IBI Group Architects

Bay - IBI captures an additional \$50,000 in annual reimbursable expenses through seamless tracking in Ajera

Bay - IBI Group Architects provides a unique blend of expertise and architectural design services. The company specializes in development, urban land, building facilities, transportation networks and systems technology. Unfortunately they were using a project accounting solution where reimbursables slipped through the cracks and their visibility into project performance, resource tracking and project profitability was limited. Ajera has enabled them to reduce firm overhead, increase utilization and improve their bottom line.



+\$50K

Annual reimbursables

Bay - IBI can track and bill for all reimbursables by using standard reports in Ajera.

+5%

Project profit

Quick access to detailed project activity has resulted in a 5% increase in project profits.

-9%

Firm overhead reduced

Project workload reporting keeps staffing levels where they need to be, reducing overhead.

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Challenges

- Bay - IBI consistently found that reimbursable work went unbilled. These expenses were a direct hit to their bottom line.
- Project profits were often unknown until months after project completion. Partners often thought a project was profitable, only to find out it was over budget by the end of the project.
- Bay - IBI could not project workloads with confidence. Projects were regularly understaffed or overstaffed.

Solution

- Using Ajera's project setup and consultant Pay When Paid report, Bay - IBI can now track all the billable elements of every job.
- Project Managers are more engaged in the invoicing and review of their projects. They have accurate, real-time information at their fingertips.
- Ajera's extensive resource management tools and reporting have driven accurate workload projections and proper staffing levels.

Benefits

- In one year, Bay - IBI was able to bill \$100,000 in reimbursable expenses versus the prior year's \$50,000 for the same workload.
- Increased visibility into project performance has allowed project managers to immediately address potential issues, which has increased average project profits by 5%.
- With Ajera's workload forecasting, Bay - IBI knows exactly what they need before they need it, saving thousands in unnecessary overhead costs.

Company:

Bay - IBI Group Architects

HQ:

Houston, TX

Industry:

Architecture

Employees:

80

Website:

www.ibigrouptexas.com

"We knew that we were letting reimbursables slip through the cracks. With Ajera, we are able to track and manage everything that we should be billing to our clients."

— Myrna Norman, Business Manager