Customer Case Study:

The JDI Group

Everything is better with Ajera: project profitability, project win rate, and staff utilization.

To continue scaling its business, the JDI Group needed real-time visibility into projects, resource scheduling, and business development to efficiently handle the influx of incoming jobs. Since QuickBooks was unable to provide this functionality, project decisions were often made without adequate information leading to lower profit margins. JDI chose Ajera so that their project managers would be working with real-time project information. This enabled them to make better decisions about their projects that enhanced the firm's bottom line.

the jdi group
architects & engineers

+5%
Project profitability

Real-time information allows PMs to know where projects stand and be proactive.

+10%
Increase in win rate

Easy access to historical data has helped focus project pursuit efforts.

+3%
Billable utilization

Visibility into project workloads helps keep staff on task with less down time.

The JDI Group

Challenges

- Project managers lacked project visibility and tracked projects in spreadsheets. Collaboration was poor and there was a lack of confidence in data accuracy across projects.

- Resource management was also done in spreadsheets and not tied to project budgets or actual time entry.

- Business development work was handled through email and spreadsheets, which meant tracking proposals and win analysis was nearly impossible.

Solution

- JDI chose Ajera to give its team real-time project information, which helps managers make more informed decisions and enhance the bottom line.

- JDI has decreased its billing process from 10+ days to just 3, and has the confidence that project managers can act quickly when problems arise.

- Ajera's full complement of firm management tools provides JDI with a streamlined platform to effectively manage its entire business.

Benefits

- The ability to tie together resources and financial budgets provides clarity to managers regarding the total budget remaining and resources available for work.

- Business Development functionality provides the visibility to help focus on the right jobs and the right clients.

- Real-time project management reporting provides instant understanding of where a project stands through earned value analysis (EVA).

Company:
The JDI Group

HQ:
Maumee, Ohio

Industry:
Architecture and Planning

Employees:
100

Website:
www.thejdigroup.com

"Our project managers are so much more informed… Schedule Manager has been critical to our success driving an 83% utilization rate."

— Sue Fry, Accounting Manager