BQE CORE ENGINEER

Success Story - Infinity Engineering Consultants, LLC

Background

Infinity Engineering prides itself on providing the best possible products and services to the company's clients. They rely heavily on professional services automation software to provide their team with the most up-to-date and accurate project and financial information. Infinity was using a top competitor of CORE, which was starting to show its age, and its shortcomings, as the company added more complex projects and support staff.

Why Change?

Infinity Engineering's reasons for evaluating new a professional services automation platform were a matter of timing and growth. As the year ended, their team needed to decide whether to renew their subscription or find an alternative. At the time, their existing solution was proving difficult to scale as the company's needs changed and projects became more complex. Additional support staff was also being onboarded to support growth. The platform they were using made it challenging to create custom, one-off reports, which the company desperately needed as the complexity of projects grew. The need to better track nonbillable and administrative hours was also becoming more critical.

The Evaluation

Infinity Engineering decided to evaluate alternatives to what they were currently using. The software's subscription renewal date was approaching, so the timing to change was in their favor. Their team identified eight potential options and narrowed the list down to four.

About Infinity Engineering Consultants:

Infinity Engineering Consultants is a multi-discipline engineering consulting firm based in Metairie, Louisiana. They offer services that include electrical, civil, structural, mechanical, marine, and transportation engineering, as well as construction administration and management. Infinity's licensed engineers and drafting team possess the knowledge and skills to manage projects from concept through construction.

"CORE's insightful features and functionality boosted our profitability."

Louis Jackson
Operations Manager,
Infinity Engineering Consultants

The Evaluation (*continued*)

From there, the criteria for determining the final selection were simple:

- Scalability
- The ability to producing custom, one-off reports
- A better set of utilities for more complex projects
- The ability to track non-billable and administrative hours better
- Better expense management
- The ability to schedule reports

Quickly generating invoices and improving cash flow gave BQE CORE a distinct advantage over the competition.

The Implementation

The changeover for Infinity Engineering was more straightforward, since a member of the evaluation team already had prior experience using CORE. Infinity decided to continue to run their existing solution alongside CORE during the month-long implementation. CORE's reporting capabilities, as well as their customization options, accelerated the implementation process. What's more, the touch-to-talk option inside the CORE app made getting in touch with support quick and painless, and no questions went unanswered. The changeover was seamless for Infinity's team, and the time savings, coupled with more efficiency in both systems and processes, has been of immeasurable value.

The Workaround

For security reasons – and because key members of the management team are uncomfortable having all the company's financial data in the cloud – Infinity's accounting team creates invoices in CORE and then manually enters them into a native version of QuickBooks. Payments are then received in QuickBooks, and manually entered into CORE. While everyone on the team knows that this isn't the most efficient process, it's a solution that works within the firm's current operational framework. This demonstrates the flexibility of CORE, and how it can be used in non-traditional scenarios, where other platforms would fall flat.

The Payoff

- Better scalability
- Custom, scheduled, one-off reports
- Better tracking of nonbillable and administrative hours
- More utilities to query customer data
- An Active History function
- Better time and expense management

Our project managers now have the flexibility to set up projects in the way that makes the most sense for them to manage their projects, as opposed to being forced into a one-size-fits-all approach.

Sign Up for a Demo of BQE's CORE to Start Gaining More Hours in Your Day

Request Demo

Switching to CORE has opened up a new level of managing projects, and provided us with more insight into our projects that we just couldn't get from our previous tool.

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