Customer Case Study

Martin Control Systems, Inc

Engineering firm increases revenue by 50% while reducing invoicing time by 70%.

Before Deltek, MartinCSI, an industrial control system integrator, used QuickBooks with separate time entry and CRM systems to manage their business. While preparing for an audit, they found 20 to 25K of billable work that had never been invoiced. Realizing the use of disconnected systems was putting the business at risk, they transitioned to Deltek Ajera—a scalable accounting and project management solution built for architecture and engineering firms that would help them standardize and streamline their operations.

+50%
Revenue Growth
Ajera’s real-time reporting is enabling fast revenue growth with minimal additional overhead.

-70%
Average Invoicing Time
Reduced average days to bill from 10 days to only 3 days.

-75%
Administrative Burden
Improved scalability by removing bottlenecks in accounting and project management processes.
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Challenges
- MartinCSI used three standalone systems to manage business and developed custom spreadsheets to integrate them, so it was a manual process to import/export data.
- Administrators processed data and then pushed it out to project managers, so actionable data available to them was generally a week old.
- Invoicing was tedious, taking up to 15 days to process at month end, and there was inconsistency in the way collections were handled.

Solution
- Joe Martin, President of MartinCSI, learned that many companies had moved successfully from QuickBooks to Deltek, so he signed up for an Ajera trial.
- Their team of engineers put Ajera through its paces and ran a lot of scenarios. Ajera was able to handle every scenario presented.
- They decided to purchase Ajera and take advantage of the training, so they could learn as much as possible and be ready when it was time to go live.

Benefits
- Ajera is enabling 50% Revenue Growth with minimal additional overhead with real time reporting and built-in features to make project performance more visible.
- Notable improvements have been made in timesheet accuracy and the ability to forecast project profitability.
- Project managers communicate more effectively with each other and share insight and recommendations for improving project performance.

“We realized that if we were to stay on QuickBooks we would not be able to grow without incurring a significant amount of additional overhead.”

Company: Martin Control Systems, Inc.
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Industry: Engineering Services
Employees: 20
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