Customer Case Study

The M Group

A&E firm improves project management and reduces billing cycle with Ajera.

The M Group is a full-service commercial architecture firm with a simple mission: to design outstanding facilities that are functional, creative, buildable, and affordable. One of the firm’s biggest growth challenges was with QuickBooks as it was not designed for a project-based business. There was no ability to set up a work breakdown structure, and no way to implement project-based billing. Moving to an integrated time entry, accounting and project management solution designed for A&E firms was pivotal to the long term success of the firm.

“Ajera has streamlined the monthly billing process, from an average of 7 to 4 days per month – a 40% reduction. With the extra time we’ve been able to focus on more strategic activities that will help the firm meet our future goals.”

— Chris Lewis, Business Manager, The M Group
The M Group

Challenges

• Monthly billing was done manually, which was prone to error.
• Project managers had no visibility into how their projects were performing.
• QuickBooks provided no ability to set up a project work breakdown structure and associated fees or track what had been billed and what was remaining to bill.

Solution

• Ajera was selected mainly because of its visual appeal, ease of use, and low cost of ownership.
• Project managers are now actively engaged in all aspects of their projects from proposal creation through construction administration.
• The M Group now has the ability to track what has been billed, what has yet to be billed, and project related costs with greater accuracy.

Benefits

• With Ajera, the M Group has reduced their billing cycle 40%. Information now automatically flows through one integrated time entry, project management, and accounting system.
• Project managers now have access to real-time project information, including budgets and schedules helping to drive PM accountability.
• Data accuracy and business processes have improved including time and expense tracking, project set up and invoice customization.

“We are now able to track time more accurately. This has given us a much better idea of what each job is costing us.”

Chris Lewis, Business Manager

Company: The M Group
HQ: Washington DC Metro Area
Industry: Architecture
Employees: 17
Website: www.mgrouparchitects.com