

Customer Case Study

Apex Engineers, Inc.

Engineering firm realizes 152% profit growth and eliminates paper-based processes with Ajera cloud-based solution.

Apex Engineers, Inc. was running their business on QuickBooks and a mix of standalone systems. The firm was in growth mode and they had just opened two remote branch offices which made them realize disconnected systems and paper-based processes would limit future growth. After careful evaluation, they decided the best solution for their long-term success was to move to the Deltek Ajera cloud-based solution. It provided one system, designed for architecture and engineering firms, that would streamline business operations and provide secure access from any location.



+152%

Project Profitability

+\$55K

Annual Administrative
Savings

+\$10K

Annual IT Cost Savings
Burden

Apex Engineers, Inc.

Challenges

- Apex used QuickBooks and a mix of standalone systems to manage their business, limiting visibility to manage projects efficiently and profitably.
- Disconnected systems could not support the firm's rapid growth.
- Paper-based processes were cumbersome and caused significant problems when they opened two remote branch offices.

Solution

- Apex wanted a cloud based solution that could be securely accessed from headquarters and branch locations, and that guaranteed software was always up to date and database backups conducted regularly.
- They wanted to centralize data in one system to ensure data integrity and provide fast business intelligence for firm growth and profitability.
- They required a system with paperless billing capabilities to streamline invoice review and processing across multiple sites. They needed a system that enabled secure access and real-time visibility to those in remote locations.

Benefits

- Project managers now have visibility to see how projects are tracking against budget and are able to take steps before problems develop. This has empowered PMs and increased accountability and project profitability.
- The Deltek Ajera cloud solution has enabled Apex to reduce their overall IT footprint and has ensured critical data is secure and accessible 24x7.
- Ajera has connected workflows and streamlined tasks that were once tedious and error prone. With a reduced burden on administrative staff Apex is now able to manage their business on their terms.

"I wish we had found Ajera when we first started Apex. I can't help but think about how many thousands of hours we threw away before Ajera was in place. Ajera has undoubtedly helped Apex move into a better position for the future."

Bryce Crady, PE, Principal

Company: Apex Engineers, Inc.

HQ: Kansas City, MO

Industry: Engineering Services

Employees: 30

Website: www.apex-engineers.com