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.

The M Group
Architects +
Interior Architects

"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.

Company: The M Group

HQ: Washington DC Metro Area

Industry: Architecture

Employees: 17

Website: www.mgrouparchitects.com

"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