

BQE CORE CUSTOMER CASE STUDY

Heights Venture

ARCHITECTURE • DESIGN

Dallas, Houston, & Chicago

50+ Employees

Architecture + Planning

www.hva.cc



From Battleship to Speedboat: Transforming How Architects Manage, Design, and Deliver



"We used to run the firm as a battleship. You move slowly, plan ahead, make long-term decisions, and plow forward while constantly checking the numbers to stay on course. But BQE CORE has allowed us to manage the company in a much different way. It's more like a speedboat now. The information's always live. We can react faster, make quicker decisions, and course-correct before small problems become big ones."

Scott Roselius, AIA
Partner | CEO



Heights Venture Office

How Heights Venture unlocked agility and insight with BQE CORE

Building a Firm That Works for Its People

When Heights Venture's leadership team took over in 1999, they had a clear goal: build a firm they would want to work at. That meant creating a culture of trust, treating people well, and embracing tools that could evolve alongside the business. Twenty-five years later, that philosophy still drives the company forward.

What began as a specialized grocery and retail architecture firm has grown into a multidisciplinary practice with more than 50 employees and active projects in over a dozen sectors—from hospitality and fitness to education and commercial offices. Heights Venture now delivers 100 to 200 projects annually, with much of its work coming from repeat corporate clients.

Their growth has been steady and strategic, fueled by long-term relationships and a reputation for reliability. As a result, they often

see shifts in the market before others do, giving them a competitive edge.

As the pace and scope of their work expanded, so did the demands on their systems. To continue growing without compromising their culture or overextending their team, the firm needed a platform that could deliver speed, flexibility, and visibility at scale.

“

Our mission as a company really is to focus on our staff and our clients. I want to lead a firm that I would want to work at. So we've built a culture that treats all of our employees the way we want to be treated ourselves, and we've done that successfully for the last 25 years.

Scott Roselius, AIA
Partner | CEO

Outgrowing a System That Couldn't Keep Up

For over 20 years, Heights Venture relied on Deltek Vision to manage accounting and project data. But as the firm grew and diversified, the cracks began to show. The platform's rigid structure and outdated interface made it difficult for studio leaders to access timely project insights on their own. Most relied on weekly reports from accounting—slowing down decision-making and creating a disconnect between design and business performance.

Despite heavy customization, the system still felt like a patchwork of spreadsheets. It wasn't built for modern, collaborative architecture firms—and it certainly wasn't designed to help the next generation of leaders thrive. With a CFO approaching retirement and younger team members stepping into more strategic roles, the firm saw a turning point.

To prepare for the future, Heights Venture needed a platform that could do more than just track numbers. They needed a system that was intuitive, fast, and built to give every team member access to the information they needed, when they needed it.

“

Deltek provided us decent capability at first but it was old. It still felt like a DOS program. We customized it heavily, but we had to rely on accounting to run the reports for everyone else, and we knew there had to be something better than that.

Scott Roselius, AIA
Partner | CEO



hopdoddy Burger Bar

A Modern Platform for a Modern Firm

Heights Venture chose BQE CORE to modernize its operations, and that decision is reshaping how the entire firm functions. Instead of relying on static reports filtered through accounting, team leaders now have direct access to live dashboards customized for their roles. Whether tracking budget performance, reviewing project status, or preparing for strategic reviews, the right data is just a click away.

This shift has given firm leaders greater control over their projects and clearer visibility into business performance. Studio principals can make informed decisions faster. Executives can view firm-wide metrics from multiple angles. And everyone—from project managers to the CEO—can access the information they need without waiting on someone else to provide it.

With CORE, the firm no longer works around software limitations. The platform fits seamlessly

into Heights Venture's workflow, enabling better collaboration, greater accountability, and a more agile approach to firm management.

Scaling Without Adding Overhead

With streamlined processes and deeper visibility, Heights Venture has found new ways to grow—without growing their team. Several studios have increased their project volume and revenue without expanding headcount, a shift the firm attributes to the operational leverage CORE makes possible.

Billing cycles are faster and more accurate, giving studio leaders more control and cutting days off the monthly close. Budget notifications now alert teams before projects drift off track, preventing rework and margin erosion. These small changes add up to major gains across the firm.

“

The neat thing about the way BQE CORE is set up is that you can choose what you want to focus on. I use one dashboard when I meet with my employees, and a completely different one when I meet with our partners. We're looking at the same numbers from different angles, and that's something we just couldn't do easily with Deltek.

Scott Roselius, AIA
Partner | CEO



Western Academy Gymnasium

By shifting decision-making closer to the work, CORE has helped redistribute responsibility from accounting to principals and project leaders. The result is faster execution, improved accountability, and a business that's more responsive to both clients and cash flow.

Technology That Supports Culture

At Heights Venture, culture shows up in the details—from how people spend their time to the tools they rely on to do their work. Long before this was the norm, the firm has maintained a flexible four-day in-office schedule, with Fridays dedicated to focused, remote collaboration. That rhythm isn't just good for work-life balance, it's a conscious design decision to protect time, reduce burnout, and build a firm that lasts.

CORE fits seamlessly into that model. With easy access to project and financial data from anywhere, through the mobile app and the cloud-based platform, the team can run virtual meetings without friction. There's no scrambling for reports or syncing offline files, just real-time collaboration around the same shared numbers. Conversations are sharper, decisions come faster, and the time spent together is more productive.

This shift has raised the bar for how the firm evaluates every other tool it uses. CORE has become a benchmark for usability, flexibility, and transparency. It's not just helping the firm run more efficiently, it's helping Heights Venture stay true to its values as it grows. Whether it's exploring a shorter workweek or designing a new office that reflects who they are as architects, the firm is building a culture by design—and now they have the systems to support it.



“

We've always had a four-day workweek, really for the last 45 years. Fridays we now work from home, and all of our meetings happen then. With CORE being online, it's made that much easier. We don't print out paper or pass around PDFs. We just share the screen, bring up a dashboard, and everyone's already looked at the numbers. Our meetings are more focused because we come in prepared.

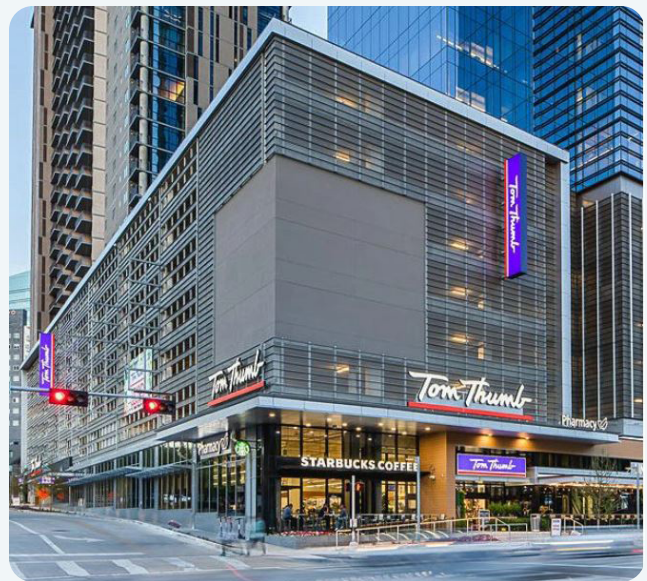
Scott Roselius, AIA
Partner | CEO

Continuing to Evolve

For Heights Venture, adopting CORE wasn't the finish line—it was the foundation. The first six months were focused on onboarding and training. The next six were spent refining workflows, customizing dashboards, and learning how to make better decisions with better data. Now, they're pushing the platform even further.

Today, CORE is deeply embedded in how the firm operates, from proposals and budgeting to billing and performance tracking. But the team isn't standing still. They're actively collaborating with BQE to solve complex challenges, explore custom solutions, and make sure the platform grows with them. CORE isn't just supporting their business, it's helping shape the next version of it.

For firms looking to modernize, improve profitability, or empower their next generation of leaders, Heights Venture is living proof of what's possible. With the right platform and a mindset for growth, you don't have to choose between culture and performance, you can scale both.



Tom Thumb Supermarket

“

The first six months were about learning the system. The next six months were about fine-tuning how we use it. And now we're starting to push it even further. We're already working with BQE CORE to explore new ways of doing things—customizing the platform to solve challenges that are unique to us. That gives me a lot of confidence moving forward.

Scott Roselius, AIA
Partner | CEO

Unlock the freedom to pursue the projects you're passionate about with BQE CORE.

