

BQE CORE CUSTOMER CASE STUDY

# RRP Consulting Engineers

Houston, McAllen, San Antonio, & Brownsville

70+ Employees

Civil Engineering

[www.rrpeng.com](http://www.rrpeng.com)



## Engineering a Turnaround: Faster Insights, Stronger Profits, Zero Guesswork



*“The information we get out of BQE CORE has completely changed the way we run the business. Before, projects hovered between -10% and +5% profit, and we didn’t always know the problems until it was too late. Now, we can make better decisions in real time, manage our risk, and turn those same jobs into projects delivering over 10% profit.”*

**Madhu Narayanasamy**  
Vice President, RRP Consulting Engineers



# How Real-Time Data Helped RRP Build a More Profitable Future

## A New Chapter, Built by Its People

When a strategic acquisition reshaped their careers, a group of senior employees at RRP Consulting Engineers decided to take control of their future. Pooling their resources and experience, they purchased key assets from their former employer and launched RRP as an employee-owned firm—starting with 65 people, dozens of active projects worth millions of dollars, and zero room for error.

The stakes were high. Their government clients depended on RRP to deliver large-scale transportation and water infrastructure projects—designing roads, bridges, water treatment plants, and even broadband networks for communities across Texas and beyond. But to protect cash flow, strengthen profitability, and invest in their team, the new leadership needed something their old system couldn't deliver: speed, visibility, and control.

## Outgrowing a System That Kept Them in the Dark

The new owners inherited more than a full portfolio of work. They also inherited an outdated, internally built project management system. Based on an old Oracle framework, it was clunky, slow, and disconnected from the way projects actually ran.

Every week, they waited three to four days for back-office staff to compile performance reports. By the time numbers reached

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***We were losing money on projects and didn't even realize it until it was too late. Profit was anywhere from -10% to +5%, but without timely data, there was no way to course-correct before the damage was done.***

**Madhu Narayanasamy**  
Vice President, RRP Consulting Engineers

leadership, projects had already drifted off course. With data lagging by nearly a week, project managers had no clear view of how much had been spent, who was charging to which task, or whether the work was even on budget.

The cost of that delay was steep. Profit margins hovered between -10% and +5%, with some jobs losing money. Cash flow was unpredictable, making payroll for 65 people a constant concern. Time was being misallocated, tasks miscoded, and hours “parked” on the wrong projects—problems that went unnoticed until it was too late to correct them.

For a firm managing 70–80 active projects at any given time, the stakes couldn’t have been higher. The owners had taken a bold risk to build something better—for their clients and their team—but without accurate, real-time data, they were fighting blind. And they knew they couldn’t afford to keep working that way.

## From Decision to Deployment in Days

When the acquisition closed, the new owners had a narrow window to get their firm running independently. On day one, they needed to process timesheets, manage budgets, and keep all of their active projects moving without disruption. Choosing the right platform to manage the business was vital to the firm’s survival.

They evaluated multiple tools, from Deltek Ajera to Monday.com. Some had features they didn’t need. Others came with high costs or long, complicated implementations. RRP needed a system that could be deployed fast, deliver immediate value, and give them the clarity their old system never could.



BQE CORE stood out as the clear choice. Implementation was rapid, allowing the team to transition without losing a single day of productivity. The onboarding process was straightforward, and within the first week managers were running live reports, setting up role-based permissions, and configuring dashboards to match each project’s needs. Within days, project managers were seeing real-time contract status, deadlines, and costs.

With the role-based permissions, leadership controlled exactly who could charge time or expenses to each project, eliminating the “parking” of hours on the wrong jobs and reinforcing accountability at every level.

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***“My performance dashboard gives me the data within a second. That means we can have meaningful conversations with project managers right away to keep projects healthy.”***

**Madhu Narayanasamy**  
Vice President, RRP Consulting Engineers



## Turning Data into Decisions, & Decisions into Profit

With CORE in place, the guesswork was gone. Every time someone entered time, project managers could see it instantly on their dashboards. Contract amounts, expenses to date, and remaining budgets were all in one place—no more hunting for answers across disconnected systems or waiting a week for reports.

For the leadership team, that meant they could spot risks before they became costly mistakes. If a project was burning hours too quickly, they could adjust resources on the spot. If a task was falling behind schedule, they could intervene before it impacted the entire job.

The impact was immediate and measurable:

- **Profitability:** Newer projects are now delivering over 10% profit, compared to the previous range of -10% to +5%.
- **Cash Flow:** RRP reached break-even, where incoming cash consistently covered all expenses, in just 8–9 months, months ahead of their 12–14 month projection
- **Billing & Invoicing:** Instant visibility into WIP and project status keeps invoices accurate and on schedule. Project managers now see billing information in real time, which helps clear bottlenecks, speed up client payments, and reduce days outstanding.
- **Labor Savings:** Instant reporting eliminated the need for manual data compilation, saving about \$120,000 per year in back-office costs.

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*The information we get out of BQE CORE helps us make better decisions & manage our risk. That's what's driving our improved performance.*

**Madhu Narayanasamy**  
Vice President, RRP Consulting Engineers

## Power to the Project Managers

Prior to the adoption of CORE, RRP's project managers relied on a small back-office team to interpret performance data for them, a process that created bottlenecks and left decision-makers one step removed from the numbers. The old system mainly served the finance team, leaving most of the firm without direct access to the information they needed to manage projects proactively.

CORE changed that dynamic completely. Now, every project manager can log in and instantly see the hours used, budget remaining, expenses incurred, and other key metrics for their projects, without waiting for someone else to compile a report. That independence has sharpened



decision-making, increased accountability, and allowed RRP to operate leaner by eliminating redundant administrative processes.

And the impact extends well beyond the project management team. CORE is now part of the daily routine for the entire firm — from engineers tracking time in the field, to team leads monitoring budgets, to executives reviewing profitability across all active projects. With everyone working from the same accurate, real-time data, RRP has built a culture of transparency, shared responsibility, and collective ownership of every project's success.

## Engineering the Future with Confidence

With real-time data guiding every project, RRP has shifted from fighting fires to building for the future. The firm is winning more contracts, increasing revenue by more than 10%, and hiring additional billable staff to meet demand.

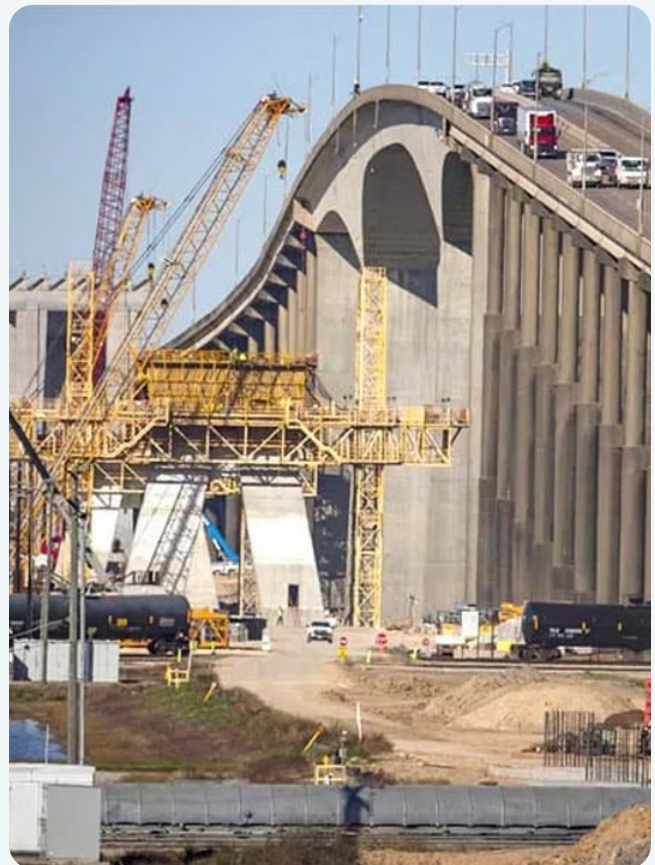
The stability provided by predictable cash flow and improved profitability has freed leadership to focus on their most important asset — their people. In the year since implementing CORE, RRP has been able to invest more in professional development programs, create better tools for employees to manage their work, and foster a culture where every team member understands how their contributions affect the firm's success. For a company born out of an employee-led acquisition, this reinvestment carries special meaning: it's proof that the bold step they took is paying off.

That same stability is also amplifying RRP's ability to serve communities across Texas and beyond. Their work touches nearly every

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***Instead of waiting for someone to interpret the data for them, our managers have direct access and understand the story behind the numbers. It makes them more accountable and more confident in the decisions they make.***

**Madhu Narayanasamy**  
Vice President, RRP Consulting Engineers



aspect of daily life: designing safer roads and bridges, ensuring clean water reaches homes, upgrading wastewater systems, and expanding broadband access to rural areas. These aren't just deliverables on a contract, they are lifelines for communities.

For other firm leaders, the takeaway is clear: when your team has instant access to accurate data, you can manage projects more effectively, protect your margins, and make decisions that benefit both your business and the communities you serve. BQE CORE gave RRP the speed, visibility, and control they needed to turn their high-stakes launch into a success story — and it can do the same for any firm ready to build a stronger, more profitable future.



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*We started this company to serve our clients better and give our employees a place to grow. CORE is helping us do both.*

**Madhu Narayanasamy**  
Vice President, RRP Consulting Engineers

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

