

# Infinity Engineers Consulting Uses BQE CORE to Rapidly Scale New Company Growth

Previous Processes: QuickBooks, Deltek

Infinity Engineering prides itself on providing the best possible products and services to their clients. They rely heavily on professional services automation (PSA) software to provide their team with the most up-to-date and accurate project and financial information. However, when they couldn't find the success they needed with a big name in the PSA software industry, they turned to BQE CORE.

## About Infinity Engineering Consultants

Infinity Engineering Consultants is a multi-discipline engineering consulting firm based in Metairie, Louisiana. They offer services that include electrical, civil, structural, mechanical, marine, and transportation engineering, as well as construction administration and management.

Infinity's licensed engineers and drafting team possess the knowledge and skills to manage projects from concept through construction.

## Lack of Growth with Deltek

Infinity Engineering's reasons for evaluating a new professional services automation platform came down to a matter of timing and growth. At the time, their existing solution, Deltek, was proving difficult to scale as the company's needs changed and projects became more complex. Additional support staff were also being onboarded to support growth.

As the year ended, their team needed to decide whether to renew their Deltek subscription or find an alternative.

Deltek made it challenging to create custom, one-off reports, which the company desperately needed as the complexity of projects grew. The need to better track nonbillable and administrative hours was also becoming more critical.



## Infinity Engineers

**Located In:** Metairie, Louisiana

**Founded In:** 2004

**Background:** Infinity Engineering Consultants, LLC is a dynamic, multi-discipline engineering consulting firm comprising civil, structural, mechanical, and electrical capabilities, as well as construction support services.



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## Quickly Generating Invoices and Improving Cash Flow with BQE CORE

Infinity Engineering decided to evaluate alternatives to Deltek. The software's subscription renewal date was approaching, so the timing to change was in their favor. Their team identified eight potential options and narrowed the list down to four.

From there, the criteria for determining the final selection were simple: Quickly generating invoices and improving cash flow gave BQE CORE a distinct advantage over the competition.

The changeover for Infinity Engineering was more straightforward, since a member of the evaluation team had prior experience using BQE CORE. Infinity decided to continue to run Deltek alongside BQE CORE during the month-long implementation to determine if BQE CORE really was a huge step up as the reviews claimed.

BQE CORE's reporting capabilities, as well as their customization options, accelerated the implementation process. What's more, the touch-to-talk option inside the BQE CORE app made getting in touch with support quick and painless, and no questions went unanswered.

The changeover was seamless for Infinity's team, and the time savings, coupled with more efficiency in both systems and processes, has been of immeasurable value.

### BQE CORE's Flexibility

For security reasons – and because key members of the management team were uncomfortable having all the company's financial data in the cloud – Infinity's accounting team created invoices in BQE CORE and then manually entered them into a native version of QuickBooks. Payments are then received in QuickBooks, and manually entered into BQE CORE.

While the team knew this wasn't the most efficient process, it's a solution that worked within the firm's current operational framework. This demonstrated the flexibility of BQE CORE, and how it can be used in non-traditional scenarios, where other platforms would fall flat.



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**Sign Up for a Demo of BQE's CORE to Start Gaining More Hours in Your Day**

**Request Demo**



*This demonstrated the flexibility of BQE CORE, and how it can be used in non-traditional scenarios*

## Increase Your Firm's Profits with BQE CORE

Now that Infinity Engineering made the switch from Deltek to BQE CORE, they've taken advantage of:

- Better scalability
- Custom, scheduled, one-off reports
- Better tracking of nonbillable and administrative hours
- More utilities to query customer data
- An Active History function
- Better time and expense management

Try a free demo today to see how BQE CORE can help your firm scale new company growth, seamlessly manage complex projects, and provide real-time visibility for increased profitability.



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