bqe

How BQE CORE's Real-Time Data Helped this Engineering Firm Discover Missing Revenue

Real-time data helps prevent project inefficiencies and lost revenue by letting firms know exactly where they are at any point on a project.

For Materials Testing & Consulting, Inc. (MTC), QuickBooks didn't provide the real-time data they needed to view their progress at the end of each week. Instead, they had to wait 45 days to even access this information.

MTC needed a powerful platform that could supply real-time data through project management, time tracking, billing, and more all in one easy-to-access dashboard so they could stay on top of every project, every step of the way.

About Materials Testing & Consulting, Inc.

Materials Testing & Consulting, Inc. (MTC) provides a full spectrum of professional services that include geotechnical and environmental engineering, construction inspection, materials testing, and non-destructive testing.

Located in Washington, MTC supplies its specialized services for many engineering projects in the Greater Puget Sound area. Their skills ensure each project conforms to engineering specifications and local building codes and standards.

MTC had been using QuickBooks for time tracking and project management which did not allow them to see data in real-time. The system would take up to 45 days to deliver insights, which meant that the team had to wait almost a month and a half to understand how their projects were performing against the plan. This delay in insight resulted in project inefficiencies and missed revenue.

That's when they decided to try BQE CORE.

Materials Testing & Consulting

Located In: El Segundo, CA

Founded In: 1968

Number of Employees: Over 20

BQE Customer Since: 2021

Notable Projects: Element Hotel by Westin- This 5-story hotel features 177 guest rooms, oversized fitness center, indoor pool and spa, 1,300-SF meeting room, outdoor patio, and more.

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Seeing Everything in Real-Time

The immediate real-time data was like night and day. Using CORE, employees could submit their time and expenses no matter their location, making a remote job feel much more connected.

Once time was entered, the MTC team could view their billable rates, see their costs, and know exactly where they were in the project in real-time rather than waiting over a month. If an error came up, they could make an immediate change. This streamlined the entire project's delivery process, significantly improved turnaround times, and sped up the decision-making process.

Another welcome benefit of CORE's real-time data? The team could now make financial decisions on time and get new equipment when they needed it, thus making the entire process more efficient.

CORE's ability to categorize every single time entry greatly reduced the number of uncategorized, miscellaneous entries such as "admin time." This ended the double and triple entries they were seeing with QuickBooks, and since BQE had a record for everything, the team no longer needed to supplement their system with spreadsheets for missing time entries.

At the end of the month, all MTC had to do was simply hit "go."

Finding Missing Revenue

CORE's real-time data allowed the MTC team to identify areas in which they were under-billing relative to the hours worked. As the project progressed, the team could see in real-time how they were tracking relative to each phase and could course-correct if they were over or under-allocating hours to a particular phase. This data showed each project's profitability and gave a real-time snapshot of the revenue that was missing and what could have been billed instead of waiting 6 months for that insight.

Now, when a new week rolled around, they could instantly identify missing revenue and decide on how to address it without delay.

Another benefit of moving to CORE was distributing time evenly amongst the team, especially their Geo Tech group. When the group became nervous about running over their allotted budget, the team could view exactly how many more hours on the job they had left to use. This gave them a better insight into the time that remained and how to best take advantage of those hours.

CORE's ability to maintain exactly what the employee is tracking for time cut down on miscellaneous records such as "admin time."

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

Request Demo

CORE allowed the MTC team to discover the potential for missing revenue with their real-time data.

A New Way to Batch

For MTC, and its high volume of invoices, batching is crucial. Before, they were using QuickBooks which didn't allow the ability to batch. This led to a strenuous manual process and left the team a month behind in invoicing.

With CORE, they could easily query and batch their 300-400 invoices a month and create customizations all at the same time.

This made the batching process seamless, saved the firm hours of time each month, and resulted in quicker payments from their clients (improving cash flow).

A Clear and Thorough Sales Process

Another BQE benefit that stood out was the transparent sales process. There was no "we'll get you in the end" moment where MTC realized they were spending more money than originally discussed. BQE was open and straightforward from beginning to end.

The simple pricing model allowed the team to select the exact features they needed, and they could plan which team members would have access to which features before they even made the purchase. The upfront costs helped the firm better plan and budget for the investment versus being surprised with hidden fees like they had with other platforms.

BQE matched MTC's enthusiasm for organization and kept the process on schedule even during COVID-19 when some companies found their processes up in the air. In MTC's words, they felt "very well taken care of and still do."

Improve Your Time and Billing with CORE

Every project needs a solid foundation to achieve excellent results. BQE CORE gives engineering firms the foundation they need— a powerful all-in-one platform that supplies superior time and billing, project management, accounting, and more no matter where you're located.

Our founders ran successful A&E firms — so we know exactly what your firm needs to succeed. Our robust firm management platform provides actionable insights at every level and intuitive tools that your employees will want to use daily.

Try a free demo today to see how BQE CORE can give you the real-time data you need for your engineering firm.

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