BQE CORE Case Study: Strategic Business Systems Inc.

Introduction

Strategic Business Systems is a leader in IT services with nearly 2 decades of experience. Their focus is on maximizing their client's profitability by providing infrastructure technologies including disaster recovery, data analytics, and dev ops technologies.

They're a large team, with a distributed workforce across the globe collaborating with or working as sub-contractors for Gov/Con and large corporate clients. Their work includes visiting client sites across the country to support equipment, integrations or tech upgrades.

As longtime customers of BQE, Strategic Business Systems successfully migrated from BillQuick in 2023 and now has over 100 active users in BQE CORE.

Life Before BQE

Before moving to BillQuick and BQE CORE, SBS had an expensive project management tool that was too difficult to use and maintain. Because of this, managers were left to fend for themselves and track everything manually.
Without a central repository for projects, they had no cost allocation, which meant more room for error and less reporting capabilities.

Their old billing processes entailed manually reviewing expenses sent in by email. Administrative employees spent hours every day going through emails and printing out expense receipts to pull everything together.

Since working with BQE, SBS has been able to reduce staff and greatly improve their billing efficiency with game-changing tools like Batch Invoicing.

BQE Helps SBS Unlock Their Potential

As a professional services firm, SBS' main cost and revenue driver is their people.

Strategic Business Systems' transition from their previous software allowed seamless time and expense entry from the field, which was a huge benefit as 2/3 of their billable staff work around the U.S. and in Germany.

Before migrating, managing their projects, billing, and expenses was a much more manual process. Receipt images could not be attached to expense reports and expense line items could not be coded to projects and added to invoices by customer/project.

BQE CORE's ability to allow coding of time entries at the levels needed to facilitate cost allocation both by project and P(L) line item is essential to their work in the Gov/Con space.

SBS's finance team is called upon often to provide various reports internally and externally in different formats. BQE CORE's user-friendly reporting enables the team to quickly create ad hoc reports, which wasn't possible before.

Insights at Every Level

SBS' project managers enjoy BQE CORE's reporting capabilities because it provides more options and flexibility in manipulating and analyzing project data. Managers use BQE CORE to track everything going on, validate progress, invoice, and report to their clients.

BQE CORE has helped managers pull information they previously didn't have access to. Now, managers know what their teams are doing and save time by not having to manually compile and track information.

By uncovering KPIs like utilization, SBS has greater insight into their team's productivity, profitability, and can more effectively plan future and ongoing projects.

BQE CORE and QuickBooks Prove to Be a Winning Combination

SBS uses Quickbooks in conjunction with BQE CORE and feels the tangible benefits of the real-time ability to interface and move transactions between the applications. This enables audits and system evaluations to proceed more efficiently. Additionally, payroll processing, expense review, and invoice creation are all streamlined.

CORE not only allows you to associate many different pieces of data, which allows more accurate reporting but CORE provides on-going metrics related to that specific project.

Being able to pull transactions by project to instantly create invoices, automatically, if enabled and have this data coded for financial statement presentation as desired serves management well.

BQE CORE provides flexibility and great attention to detail with things like time flags, that help export data into QB. Due to BQE CORE's best-in-class QuickBooks integration, SBS is easily able to move time and manage cost allocations.

On top of the benefits of the integration, SBS is finding that BQE CORE has significantly improved their workflows related to viewing metrics like aging.

Summary

BQE CORE's project management capability and direct interface with QuickBooks have helped Strategic Business Systems drastically improve their efficiency, communication, and quality of data. By unlocking the ability to complete ad hoc reporting, cost allocation, and equip their field employees with the ability to manage time and expense on the go, SBS is better positioned to bring high-tech, quality business solutions to their clients across the globe.

In Quickbooks, you have to go one by one or run an aging report, whereas in BQE CORE you can just pull up a project, see the invoices, see what's paid, see what's outstanding