



TerraGraphics

CLIENT SUCCESS STORY

OVERVIEW

TerraGraphics Environmental Engineering struggled to pull accurate and reliable accounting information for reporting in their previous system, and were forced to manually create most reports in excel. The firm was lacking a software solution that could connect their project managers with up-to-date information. Ajera has been able to provide TerraGraphics with real time information at the touch of the manager's fingers.

"Project managers call the accounting department a lot less because they have the information they need in reports and inquiries to answer their own questions."

CHALLENGES

Keith Ranisate, Controller at TerraGraphics had some concerns about the difficulty of the conversion process to a new platform. Keith wanted to make sure the systems could run parallel and get the same results; he also was concerned about how much down time they may encounter. These concerns were handled easily and comfortably for Keith.

"The process was very easy, no pressure from Axiom. They provided information in the form of webinars, hard copies, emails and phone calls, until we felt our questions were answered and we moved forward with the purchase."

Keith also had a smooth conversion process with no down time. *"It took approximately 2 weeks to transfer all of our information...extra hours were required but the process was not difficult."*

OUTCOME

TerraGraphics has had great success with Ajera; the firm has been able to increase productivity and reduce the number of hours they had previously dedicated to invoicing.

"Our WIP and aged receivables have gone down significantly...we have more time to analyze and determine why they were high and resolve the issues," Keith has found.

TerraGraphics has seen a culture change within their firm by cutting out manual reports and daily time entry. Keith states, *"This change has led to more accurate/Up-to-date financials and project management reports."*

Keith has also found that his time at work has improved; even better, they have seen an increase in time away from work. *"The hours of comp time I have worked since we implemented Ajera has gone down. It has also reduced the comp hours of the other three employees in the accounting area."*