ArchitectureWorks, LLP

Firm Increases Revenue and Streamlines Key Management Functions

Highlights:

Company: ArchitectureWorks, LLP

Solution: ArchiOffice

Results: ArchiOffice helped ArchitectureWorks:

- Increase revenues by 20%
- Improve employee efficiency
- Gain better insight into operations and project management

Manual tasks that drain staff resources. Paper-heavy processes that result in delays and errors. Time spent on operational administration that could be better spent creating compelling and innovative designs for clients. Like many architectural firms, ArchitectureWorks faced these challenges on a day-to-day basis. The necessity of streamlining key project management functions became a top priority for the company.

ArchitectureWorks is a 12-person, Alabama-based firm that prides itself on its ability to enable memorable "place-making" through the exploration of the dialog between architecture and its surroundings. Over the past 13 years, ArchitectureWorks has designed numerous institutional, commercial, and residential works, and has won numerous awards for its creations.

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The Problem

Yet, the company lacked efficiency and consistency in its administrative processes. For example, time sheets were maintained in Excel, causing inaccuracies and delays in billing and invoicing. And project-related information was stored in several disparate database systems, making it difficult to achieve a comprehensive view of all associated activities and their status. Then ArchitectureWorks implemented ArchiOffice.

"We chose ArchiOffice over the other solutions on the market for a variety of reasons," said Michael McLure, Business Manager for ArchitectureWorks.

"It was more comprehensive, and offered capabilities that were far more sophisticated than other applications we evaluated. It was also extremely intuitive and user-friendly, was the most technically sound, and offered multiple levels of security. But most importantly, it was one of the few solutions that could run seamlessly in a Mac environment."

ArchiOffice is currently being used to enhance ArchitectureWorks' contact management, project management, and budget management. Users throughout the company, including partners, interns, and architects, rely on it daily to ensure that their projects are executed and managed in the most timely and efficient fashion as possible.

McLure explains, "The system was so simple to set up that we were able to roll it out to our users very quickly.

> "It's so easy to use that our employees found it to be a tremendous time-saver right from the start. Because they were up and running so rapidly, we were able to see an immediate improvement in employee efficiency."

The results have been astounding. Employees are more productive because they can better coordinate and manage their projects and related activities. Project leaders and company partners now have greater insight into the various projects that are in progress. They can also better understand the status of related tasks and the schedules and responsibilities of their staff members.

But perhaps the greatest benefit the company has achieved, explains McLure, is a rapid return on investment:

> "The solution paid for itself in just two short months. Our ability to more accurately keep track of —and bill for—the time spent on each project has had a significant impact on our revenues and our bottom line. We've seen a 20 percent increase in revenues as a result."

About ArchitectureWorks

ArchitectureWorks is a Birmingham, Alabama-based firm that aims to empower, inspire and create. Founded in 1995, ArchitectureWorks utilizes an inclusive, collaborative design process and sustainable design principles to ensure the success of each and every client project. For more informationabout them, visit www.architectureworks.com.

To learn more about ArchiOffice and pricing, email us at

info@bqe.com or call us at (855) 687-1028.