

John Hutchison Architect, LLC

Small Firm Increases Principal's Billable Hours by 15% and Revenue by 25%

Highlights:

Company: John Hutchison Architect, LLC

Solution: ArchiOffice

Results: ArchiOffice helped John Hutchison Architect, LLC:

- Increase Principal's billable hours by 15%
- Increase revenue by 25%

As small architectural firms expand, they are often challenged to efficiently manage a rapidly growing number of projects, without compromising client service. John Hutchison Architect, LLC is one such organization. Since its founding in 2002, the company has received numerous accolades for its many innovative and creative designs. That recognition has resulted in a greater volume of work from clients across New Jersey and Pennsylvania.

"We are a relatively small office," says John Hutchison, the firm's founder and sole principal. "And since we focus mainly on residential projects, our work tends to be very detail-oriented. As the number of projects we took on began to increase, we found ourselves seeking ways to better handle the administrative side of things so we could continue to ensure the highest quality design and service for our clients."

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The Problem

The company purchased and tested several software programs to address different aspects of project management. But the lack of consistency and integration rendered them all but useless.

"We were really struggling to align our billing and compensation with our time sheets," Hutchison added. "We often perform extra services that are not included in the original project proposal. However, it was cumbersome to track, document and invoice clients for these additional services. We didn't want this kind of manual administrative activity to take valuable time away from the creative aspect of our work."

Hutchison gave careful consideration to designing his own custom software application to address the needs of his firm, but realized he lacked the time and resources to do so. He wished he could find a system that deeply understood his needs as an architect.

The ArchiOffice Difference

"We evaluated several different applications, but ArchiOffice was the only one we seriously considered," he continued. "We are a Mac office, and wanted a solution that would plug seamlessly into our existing environment. ArchiOffice was the only software package we looked at that worked equally well on both Mac and PC platforms. It was also, by far, the most feature-rich system we came across."

The company was also looking for a long-term partner, not a fly-by-night software vendor. "We didn't want to buy an application, only to have the provider go out of business a year later. We were confident that BQE Software had the goals and business plan in place to ensure longevity."

Since implementing ArchiOffice, Hutchison and his team have realized significant benefits. Client invoicing is now more accurate, because services that go above and beyond initially contracted services can be readily identified, and invoiced accordingly. As a result, billing revenues have increased by as much as 25 percent. Hutchison alone has seen his billable time increase by close to 15 percent, and explains:

"ArchiOffice has all the power and functionality of an enterprise-scale software package, but with the flexibility and simplicity required by small offices like ours. It's been a great solution and we're very pleased with what it's done for us."

Other efficiencies have been realized as well. The company has gained a greater awareness of jobs in progress, and can now more accurately estimate related costs. And changes to projects, as well as the associated budget adjustments, can be more rapidly implemented.

About John Hutchison Architect, LLC

John Hutchison Architect, LLC is a small New Jersey-based firm based that utilizes a collaborative team approach to create the highest quality residential, commercial, and institutional designs. Their goal is to design buildings that are a pleasure to inhabit, appropriate to their use, and in harmony with each site's heritage and landscape. Founder John Hutchison and other firm members have been created award-winning designs. For more information about John Hutchison Architect, visit www.jharchitect.net.

To learn more about ArchiOffice and pricing, email us at info@bqe.com or call us at (855) 687-1028.