

Baird & Associates Turns to Deltek and SilverEdge to Build a Foundation for Their Global Operation

“We trust SilverEdge’s experience. We know that whatever we need to do with Deltek Vision they will be there for us.”

– Don Heinz
Baird & Associates,
Accounting Manager



Baird

Deltek Vision implementation has saved Baird & Associates significant time and resources as well as over \$140,000 in the first year of ownership

Industry

Architecture & Engineering

By The Numbers

- Recovered \$100,000 of out-of-scope services
- Reduced number of days to bill the client from 14 to seven
- Average days outstanding reduced by four days
- Automated currency conversion process saves full-time position
- Bank reconciliations reduced from three days a month to one hour
- Increased overall business automation from 50% to 90%
- Project managers spend less time gathering reports and data and more time with clients
- Client invoices are easily accessed

“Where water meets land” exemplifies Baird & Associate’s engineering projects. Since 1981, Baird & Associates has been dedicated to innovative coastal projects around the world. From harbor development and water studies to shoreline restoration, businesses such as developers and mining companies as well as government agencies the world over rely on Baird’s unsurpassed understanding of complex water-related issues. Over time, the depth of Baird’s professional services has expanded along with their global presence.

The Challenge

With eight offices in six countries and clients in 35 countries, Baird & Associates started to realize some challenges with their expanding global business. “Our home office is in Canada,” said Don Heinz, accounting manager. “Our biggest challenge was dealing with so many currencies and converting employee expenses and client invoices first into U.S. dollars as our point of triangulation, then into Canadian dollars.” Due to the complexities and requirements of client invoice formats, more than half

of Baird & Associates’ invoices were in Word. The invoice totals were rekeyed into accounts receivable. Baird & Associates also struggled with processing intercompany transactions. Conversions were manual and were prone to keystroke errors or the potential of pulling an incorrect conversion rate.

“One bank account took me three days each month just to reconcile,” said Don. The process was timely and labor intensive. Additionally, Baird & Associates wanted a web-based application that could be deployed and accessed by all global employees.

“We were using a legacy system that was unable to meet our global requirements,” said Don. “We also needed to distribute real-time information quickly to project managers in the field so projects could be more closely monitored.”

The Solution

“Our former controller had worked with SilverEdge and we felt confident in their recommendation of Deltek Vision,” said Don. “We liked Vision’s ease of use and

“SilverEdge did a fantastic job implementing our system and training us. Whenever we have questions or want to use a new module, we contact SilverEdge. They know the product well and how it can be used to help us be more efficient.”

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how intuitive it was.” To manage current exchange rates, SilverEdge recommended XE Datafeed, which pulls currency rates into Vision.

Deltek Vision would become the foundation upon which Baird & Associates would use to manage the growth of their company, streamline internal processes and enable fast access to project data. “We trust SilverEdge to make recommendations to help us improve our efficiencies,” said Don.

Throughout the implementation Baird & Associates relied on SilverEdge’s expertise with Deltek Vision and a thorough understanding of business processes.

The Results

Baird & Associates and SilverEdge worked together on the implementation. The first piece was to address the multiple currencies. “We are so impressed with the flexibility of Deltek Vision,” said Don. “We can set up our projects in the currency that the client wants and have everything flow back and convert into U.S. or Canadian dollars, which we can select on a project-by-project basis. We also are able to provide our clients invoices in the exact format and currency that they want.”

Converting currency rates is no longer a time-intensive process. “Since everything is set up in Vision all of the calculations are done using correct current rates,” said Don. “Client invoices and employee expenses can be entered in the original currency and billed or paid in the appropriate currency.” Subsequently, transactions are posted for proper financial reporting. Now that client invoices are all in Vision, it is easy to pull copies of invoices and research any billing issues. In addition to the savings of time and the reduction of errors, Baird & Associates does not need to add employees to process currency conversion. Bank account

reconciliations now take an hour a month instead of three days.

To handle the inter-company transactions, and again currency conversion, Baird & Associates uses Deltek Vision transaction reports to show the originating company’s transaction value and the receiving company’s currency value all on the same report along with an intercompany posting summary. These transaction reports allow verification of the overall exchange rate for reasonableness and proper posting of inter-company transactions.

Client projects are now more closely managed and stay on track. “With the dashboard reporting, our project managers have instant access to reports to manage their projects,” said Don. “They can quickly see if a project is out of scope and issue change orders. In the year we have been running Vision, we have already recovered out-of-scope billings of over \$100,000.” With more immediate access to project data, project managers can approve timesheets and billing reviews more quickly. This has reduced the billing cycle from 14 to seven days. “By shortening the billing cycle, we have reduced our average days outstanding by four days.” Prior to Vision, project managers relied on spreadsheets that were not real time.

“We are 90% automated now,” said Don. “SilverEdge did a fantastic job implementing our system and training us. Whenever we have questions or want to use a new module, we contact SilverEdge. They know the product well and how it can be used to help us be more efficient. I also like that Deltek has a strong user’s community. I have attended a few user group meetings where it was good to talk with others using Vision. There is security in knowing that whatever our next step is, SilverEdge will be there.”



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