

Butler, Fairman, and Seufert Implements Deltek Vision to Support Companywide Improvement Initiative

“SilverEdge has been outstanding to work with over the last 15 years. They go above and beyond the call of duty.”

– Brad Watson
Butler, Fairman, and Seufert
Executive Vice President



Industry

Civil Engineering

By The Numbers

- Immediate self-service access to data saved \$50,000 per year
- Quality of data to accounting department improved and has saved \$20,000 per year in review time
- Moved from monthly to semimonthly billing, which has improved cash flow
- Timesheet and expense process greatly improved, estimated savings of \$50,000 per year
- Shortened year-end tax process by 10 hours
- Reduced data entry and keystroke errors
- Cleaner data for sales and marketing efforts
- Visibility into client relationships
- Centralized database for consistent and accurate data



Butler, Fairman, and Seufert realizes over \$120,000 in annual savings with Deltek Vision and expert implementation and support services from SilverEdge

For nearly 50 years, Butler, Fairman, and Seufert, Inc. (BF&S) has designed clear and constructible civil engineering projects. Initially specializing in bridge and road engineering, today BF&S' full-service capabilities include transportation planning and design, environmental planning and design, construction administration, land surveying, trail and greenway development, right-of-way services, GIS and asset/database management throughout the state of Indiana. With nearly 200 employees in six offices throughout Indiana, BF&S is a leader in civil engineering projects and is well known for their depth of technical expertise, responsive client service and loyal relationships with both clients and vendors.

The Challenge

To support their mission of exceeding client expectations, BF&S began a companywide process improvement initiative in 2005. “As we moved forward with this project it was clear that our current FMS implementation was not going to provide the functionality we needed to achieve the results of our improvement effort,” said Dean Landes, BF&S' systems administrator for the last five years. “FMS worked fine as an accounting

system, but we needed a system to support our growth, project management efforts and offered an on-line deployment.”

The Solution

BF&S researched possible new applications in addition to turning to SilverEdge Systems Software, who serviced their current FMS implementation, for insight into Deltek's Vision product. The migration path from FMS to Vision along with the depth of functionality, web accessibility and integration capabilities were all reasons that BF&S selected Vision in 2008. “We also had a great partnership with SilverEdge that went back to the mid 90s,” said Dean. “We were comfortable with their team and the high quality of service they provide. Plus, since we had been working with them for years, they knew our business.”

BF&S' implementation was planned as a multi-year, multi-phase project. “SilverEdge served as our project manager during the implementation and data migration,” said Dean. “In addition to helping set up Vision so it would do what we wanted, SilverEdge set our implementation schedule so the modules we were implementing corresponded with our annual growth and improvement goals.”

“SilverEdge’s experience with Vision and our industry makes them a valuable asset for us.”

*– Dean Landes
Butler, Fairman, and Seufert
System Administrator*

The Results

The first phase of implementation included Accounting, Billing and Time and Expense. Prior to Vision, field employees submitted time and expense on a monthly basis. Today, employees can enter information daily or weekly and it has eliminated paper timesheets while promoting more accurate project selection. The reviewing and approval process is now more streamlined. “We have moved from a monthly billing and payroll cycle to a biweekly cycle,” said Dean. “This has had a positive effect on accounts receivables and cash flow metrics.” BF&S estimates a \$70,000 annual savings due to these improvements as well as more precise client billings and improved cash flow.

The CRM and Custom Proposals modules were implemented next. “We now have one central place to track and manage our client information and marketing efforts. We can accurately assess what marketing activities are working, our sales pipeline and respond more quickly to our clients’ needs,” said Dean. The accuracy of BF&S’ mailing campaigns also has been improved resulting in fewer pieces of returned mail.

The Resource Planning module supports the improvement of project management and exceeding client expectations at BF&S. Standardized performance metrics, project status reporting, resource utilization, critical path identification and other analytics has helped BF&S refine the project life cycle to consistently define projects that meet or exceed internal controls.

The ease and accuracy of disseminating timely information has been greatly improved at BF&S with the implementation of the InfoCenter, Reporting and Document Management modules. The level of access within these modules is based on the employee’s role and yields a more organized approach to finding and using project information. “We estimate that we are

saving up to two hours a day, which results in \$50,000 per year, by having reports and information available to everyone with a couple mouse clicks. There is no need to call someone to find the information or answer a scheduling or budgeting question, it is all there on the Dashboard,” said Dean. BF&S also expects to see an increase in employee utilization and decreases in budget over-runs and missed schedules.

“We really like that Vision integrates the entire operations of our company,” said Mike Mang, information systems manager. “Everything is in one place and shares a common database. The SilverEdge team has always been very responsive and accessible to us.”

“We moved from a paper-oriented company to electronic processes. Our data is in one central location, which has reduced data entry work and keystroke errors. We also have more confidence in our data, which results in better-run projects and happy clients,” said Dean. “BF&S relies heavily on both the relationships with our clients and vendors. We have been loyal to SilverEdge for more than 15 years, just like they have been to us.”



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