TAI ENGINEERING

> " *The idea of a time and billing package that catered to the engineering industry really appealed to TAI. BigTime knew what information engineers typically enter, and which reports and templates would be most useful to us. We can now generate reports with real-time, up-to-the-minute data.* "

— **Mary Evans**, *Director of Human Resources*

TAI ENGINEERING
is a leading consulting engineering firm that provides mechanical and industrial engineering services to Fortune 500 companies in diverse industries, both domestically and globally. Founded in 1989, TAI specializes in solutions for the industrial and pharmaceutical markets.

BASED IN: Baltimore, Maryland
OTHER OFFICES: Two satellite offices in Maryland & Delaware.
INDUSTRY: Engineering **SERVICES INCLUDE:** MEP engineering, chemical/process engineering, structural engineering, telecom engineering, instrumentation & controls engineering, and project management **WEBSITE:** taiengineering.com

BIGTIME USERS: 150

WHEN *TRACKING* TIME BEGAN TAKING UP *BILLABLE* TIME, IT WAS TIME TO FIND A NEW T&B SOLUTION.

After 20 years of steady growth as a consulting engineering firm — one that's served more than a third of the companies in the Fortune 500 — TAI Engineering faced a harsh reality: its tradition of manually entering time and billing data into spreadsheets was costing the firm serious time and money.

"It was eating away at our staff's valuable time," Evans says. "Project managers were spending an inordinate amount of time compiling all of their team members' time and billing information into centralized spreadsheets. And there was no way for managers to generate live status updates on their jobs, since time data was divorced from billing information."

Which meant project managers had to guess. "By the time monthly billing information was ready, staff members had already worked more on a particular project," Evans says. "It was impossible to know where teams stood on hours worked vs. billed. It made staying within budgets difficult."

A REAL NEED FOR REAL-TIME REPORTING.

Moreover, since TAI's project managers managed 20 or so projects at once, keeping track of all of those budgets via spreadsheets had become a herculean task. "Everything was delayed. Projects were coming in overbudget due to costly forecasting mistakes," Evans added. TAI began looking for a QuickBooks-compatible solution that offered live reports. "Luckily, we found BigTime. It was just what we needed."

AN EASY SOLUTION TO CHALLENGING PROBLEMS.

"BigTime resolved our issues because it allows project managers to log on at any time and get accurate, real-time status updates on projects," Evans says. "They no longer have to wait for billing information to come in. Plus they can run various budget reports to stay on target with budgets."

She added: "It's freed up a lot of our project managers' time because they no longer have to input staff information manually into spreadsheets — giving them more time for other managing duties or billable engineering work."

If TAI had to list its favorite BigTime features, the dashboard would be at the top, says project manager Russell Kominski. "It's customizable to show a variety of information about multiple projects, giving you an at-a-glance status report of all of the different projects that are going on at once."

Kominski says BigTime is a big help with tracking project statuses. "Two specific things that are now easily trackable for us that weren't before: tracking time and materials budgets, and tracking labor and materials," he says, noting that the app has improved his productivity: he spends a lot less time inputting and monitoring his project teams' time.

BigTime also helps with TAI's proposals. "Before, consultants hashed out job cost estimates with a pencil and paper. Now they create a 'client' in BigTime, set up proposed projects, and drop in numbers to compute job costs," Evans says.

THE T&B SOFTWARE FOR NON-COMPUTER PEOPLE.

TAI has thus far used BigTime primarily for entering time, tracking time against labor codes and reporting, as well as interacting with QuickBooks through nightly syncs. But the plan is to expand into BigTime's invoicing and expense tracking features "because our team would love to have all of this information in one place," Evans says.

"We've got everyone at TAI using BigTime now. All of our structural, chemical and mechanical engineers, plus our billing, sales, marketing and administrative departments," she says. "It's perfect for a group of people who are not necessarily 'computer people.' It's just that easy to use."

BigTime is the complete practice management system for growing professional services firms across a variety of industries, including:

 ACCOUNTING

 ARCHITECTURE

 DESIGN/ADVERTISING

↗ **ENGINEERING**

 GOVT. CONTRACTING

 IT SERVICES

 LEGAL

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 MGMT. CONSULTING