



National environmental consulting firm, **Environmental Science Associates**, dramatically improves cash-flow by reducing unbilled revenue by 25% and improves overall invoicing efficiency with **EleVia**.

## SITUATION

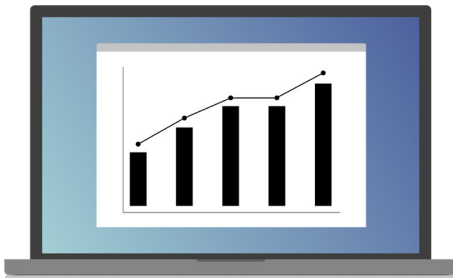
Environmental Science Associates (ESA) was using Deltek Vision with a largely manual invoicing process. The result was lengthy Days Sales Outstanding (DSO) periods and difficulty tracking stages of the invoicing process.

ESA wanted the ability to track project manager (PM) responsiveness and have a system to make them more accountable to the invoicing process. With a manual process, ESA could not tell when invoices were being sent or received.

## SOLUTION

ESA integrated EleVia's Electronic Invoicing (EI) platform in February of 2018. EleVia integrates with their existing Deltek Vision software.

"EleVia brings a highly efficient means of entering, tracking, and storing AP invoices. With Electronic Invoicing, we increased our monthly invoice volume by 25% and substantially lowered our unbilled balance," said Melissa Dustin, Revenue Manager at ESA.



The software has also helped to make PMs more accountable and efficient by providing an easy platform to access invoices and track actions taken.

"They know the invoices are always there, they can look at any time. The tracking history allows me to see times and dates of review. It's an objective piece of data, which eliminates finger pointing," Melissa said.

## RESULTS

- **IMPROVED CASH FLOW:** "Our cash flow has improved dramatically," Melissa said. "Our company share price has increased as a result."
- **REDUCED UNBILLED REVENUE** by 25%.
- **REDUCED DAYS SALES OUTSTANDING** from 45 days to 35 days.
- **BOOSTED PRODUCTIVITY** of individual billers: Increased average invoice volume by 20%.
- **PM Buy-in:** "Our PMs appreciate increased transparency and convenience of having information in a centralized location."

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With EleVia, everybody's productivity has gone up. There are no invoices getting lost. Everyone knows what's in the bucket and what has to be done. It is easier for everyone to track what they're doing.

- **Melissa Dustin**

Revenue Manager

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