



Pape-Dawson **saves time** and **improves cash flow** with a modern approach to invoicing from **EleVia**.

## SITUATION

Pape-Dawson Engineers, Inc. was manually managing their entire invoicing process. This involved manually sorting through invoices, packaging them, and sending them to the Project Manager (PM). From there, the PM would markup each invoice with notes before returning it to accounting.

“We had roughly 2,000 active invoices, and I was printing about one and a half cases of paper per month,” said Tina Essary, the Director of Client Billing at Pape-Dawson.

The biggest headache for Tina and the Client Billing team was keeping track of all of the invoices. PMs would sometimes take longer than expected to return an invoice. With 2,000 active invoices, manually tracking anything overdue was a disproportionate burden on the team.

“Getting invoices back on time was a big struggle,” Tina said. “We spent more than half of our time tracking invoices and chasing PMs down.”

## SOLUTION

Pape-Dawson decided to work with EleVia using their Electronic Invoicing (EI) software, which intergrates with Deltek Vision. EI offers Pape-Dawson a high level of customizability and the software has been able to fit seamlessly into their invoicing process.

Thanks to EI’s tracking log, the Client Billing team is no longer spending half their time manually managing overdue invoices. The system automatically logs Pape-Dawson’s process of approvals.

Email reminders have also saved time for the accounting team. PMs receive regular email reminders when an invoice is overdue or needs review.

Implementing Electronic Invoicing has made Pape-Dawson more efficient and more profitable overall.

“In the four years we have had EI, we have grown about 30%,” said Tina. “With our manual process, we were struggling to keep up with the work we had. But with EI, we handle far more work and have not had to expand our staff. There is no way we could have handled this kind of volume without Electronic Invoicing.”

## RESULTS

- **IMPROVED ACCURACY** - Everybody sees the invoices at once so any issues are caught quickly.
- **SAVED TIME** - Billing team spends less time on a cumbersome manual process
- **PROJECT MANAGERS ARE MORE ACCOUNTABLE AND HAPPIER** - “Our PMs love working with Electronic Invoicing,” said Tina.
- **MORE EFFICIENT ACCOUNTING** - “Prior to EI, we usually had about 200-300 projects with outstanding invoices after completion. That has been completely eliminated with EI,” Tina said.
- **REDUCED TIME TO INVOICE** - “We are able to get invoices out the door quicker which means we are getting money in faster,” said Tina.

*Electronic Invoicing is so easy. It saves us tons of time, and I think it has more than paid for itself. The software has made life much, much easier.”*

**- Tina Essary**

Director of Client Billing  
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*Elevate your business*

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