

# SWCA IMPROVES PROJECT MANAGER EFFICIENCY WITH ELEVIA'S ELECTRONIC INVOICING SOLUTION

## SWCA

**Who:** Leading environmental consulting firm  
[www.swca.com](http://www.swca.com)

**Need:** Project Manager efficiency to save time during the billing process.

**Solution:** Rolled out Electronic Invoicing from EleVia Software to all 30 offices and over 200 project managers plus billing specialists.

**Benefit:** Estimated payback within a year, resulting from project manager and billing specialist time savings.

When one of the nation's leading environmental consulting firms needed to improve their project manager efficiencies and invoicing processes, it turned to EleVia and its market-leading Electronic Invoicing solution.

SWCA has over 900 employees across 30 offices and has been growing steadily since being founded in 1981.

As a Deltek Vision client since 2011, SWCA relies heavily on Vision and its ability to manage projects for their clients. With a very mobile workforce and large number of projects, SWCA needed to improve the invoicing process. This included decreasing manual steps, improving status tracking, reducing back and forth emails, and ultimately reducing the time spent by project managers.

"With over 200 project managers and ten billing specialists, we needed a more efficient way to manage the communication and invoicing processes," commented Mike Lanin, Principal of Accounting, Finance & Risk Management at SWCA.

Lanin started evaluating options in 2016 to save the Project Managers time and make the invoicing process more efficient.

*"EleVia has revolutionized our process of collaboration between the billing specialist and project manager."*

*Mike Lanin, Principal and Director of Finance & Risk Management for SWCA*



## EVALUATION AND JUSTIFICATION

To complete the selection process, Lanin identified an internal team of project managers and billing specialist that reviewed the EleVia Electronic Invoicing software and determined the amount of time savings and efficiencies that may benefit the organization.

"We did a very careful analysis by reviewing the EleVia demo video, bringing in the EleVia team, getting feedback from our steering committee, and talking to a reference," commented Lanin. "I was able to use the data from the analysis to calculate a payback period of less than a year."

Lanin then reviewed this ROI with CFO, who challenged calculations and assumptions but after a careful review, the purchase was approved and budgeted for 2017.



## IMPLEMENTATION AND ROLLOUT

The rollout to the 30 offices happened in phases over a period of three months providing, hands-on training along the way.

“It was important to have internal buy-in and have the executive leadership help drive the process to help gain acceptance,” commented Lanin. “Also the approach we took was to get the new people on-boarded on the core capabilities and then double-back and rollout the more advanced features in a two-pronged approach.”

Lanin also commented that the timing of the implementation was critical as the processes and tools needed to be improved to help the company efficiently scale. “It was a blessing that we put it in place before our strong 2018 growth—driven in large part by the recent economic momentum.”

## EFFICIENCY AND FINANCIAL BENEFITS

With the Electronic Invoicing system in place for several months, Lanin has now been able to track the benefits of the solution.

After the rollout, 100% of the project managers are now using Electronic Invoicing from EleVia and the response has been overwhelmingly positive. One project manager stated that “what previously used to take 2-4 hours per month, now takes 12 minutes with EleVia” while another commented that the solution “decreased my time from 3 hours to 45 minutes.”

“The actual savings are really close to our estimates that we had going into the implementation which was a payback of less than one year,” commented Lanin. “Even if we saved one hour of time per month per project manager, that amounts to about \$18K in revenue recovery.”

The the organization was able to delay the hiring of an additional billing headcount due to the process efficiencies and time savings for the team.

“The process has significantly been enhanced since the billing detail is on the same screen as the invoice. In addition, features such as the ability to markup notes on-screen has decreased the need to fish for old emails,” stated Lanin. “EleVia has revolutionized our process of collaboration between the billing specialists and project managers.”

*“What previously used to take 2-4 hours, now takes 12 minutes with EleVia.”*

*SWCA Project Manager  
working on 50 invoices*



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