

C2 COMPANY

“Ever since adopting the software, we’ve never looked back. BigTime not only met our requirements but opened our eyes to 20 other features that we could use to enhance productivity. We’ve taken advantage of the app’s workflow and functionality to take our business to the next level.”

— Harry Haramis, President

C2 COMPANY architects, builds, protects and maintains state-of-the-art networks and systems that enable enterprises to accelerate IT’s speed and business impact. Founded in 2001, the company brings to client projects a team of highly experienced engineers and PMs who are among the most specialized and certified in their field, thereby increasing efficiency and mitigating risk. C2’s certifications include: Cisco CCIE, Microsoft MCSE, Checkpoint CCSA and ICS2 CISSP.

BASED IN: San Mateo, California.
INDUSTRY: IT Services. **WEBSITE:** c2company.com

BIGTIME USERS: 20

PROVEN TECH AND DATA SECURITY WERE MUSTS.

As one of the hottest players in the IT services industry, C2 knows technology cold. The Silicon Valley-based firm’s team of consulting engineers are in high demand for their experience in designing and developing security technology solutions for the most complex and sensitive information systems imaginable. It’s the kind of expertise that has led to their working with the world’s leading companies.

So when C2 wanted to find a better time & billing app, the firm’s top criteria were best-in-class technology and security, Haramis says — priorities you’d expect from an IT pro whose storied achievements include serving as the original developer of the Cisco Centri™ firewall.

AN APP THAT HAD EVERYTHING C2 REQUIRED — AND A FEW THINGS IT DIDN’T KNOW IT NEEDED.

"Our requirements were simple," Haramis explains. "We wanted a solution that allowed our consultants — mostly traveling and on-site with customers — to enter their time and expenses from anywhere without a problem. We also wanted it to be customizable so we could tailor our invoices to look the way our customers expect. And we wanted something that meant no more using Excel for expenses.

"We were first drawn to BigTime because of its name. Then we discovered it offered all of the things we were looking for, plus many features we didn’t know we needed — features we now use all the time."





BUDGET STATUS AT ANYTIME, IN REAL-TIME.

"Customers are constantly asking us where they stand from a budget standpoint," Haramis says. "As a project progresses, things don't always go exactly as planned — things slow down, other times they go faster, and sometimes we're under-budget and can allocate that saved money productively elsewhere."

With BigTime, C2 gained the ability to run a budget report at a moment's notice and pinpoint "exactly where we are in terms of the number of hours and money spent on a client project." Haramis says the process is "drastically more efficient" than how the company previously responded to budget-related requests. "We'd do research and get back to the client within 24 hours" vs. a few minutes. "We were using Excel, and the process was disorganized. Fielding such requests often became a special project in and of itself."

"For us, I'd say that that factor alone — the ability to have a heads-up display on all of our projects and business — is a BigTime feature that comes in handy all the time."

AN ALL-IN-ONE PRACTICE MANAGEMENT TOOL.

BigTime helped C2 do more than make budget tracking a breeze; it revolutionized the way the firm ran its operation.

"Our business was run pretty informally before we started using Bigtime. So while the tool fit with what we already did, at the same time it helped us put in place some more structured processes and procedures. It wasn't something we'd planned, but it changed our business for the better."

The bottom line, he says, is that invoices are now generated quickly and efficiently, accounts receivable is clocked as soon as possible, and the business runs smoothly. And it's easy for employees to submit expenses online and bill them to the correct accounting categories. "Overall, the software makes our lives easier from an accounting and control standpoint."

BigTime Software, Inc. is dedicated to developing practice management tools that help growing professional services firms track, manage and take control of their time. Its popular industry-specific solutions are designed to speak the language of more than a dozen business types, from accounting and architecture to IT services.

BigTime is an Intuit Gold Certified Developer — the highest level of certification for third-party QuickBooks applications — and is the only time tracking app embedded within Intuit's own practice management system. BigTime has thousands of active customers who rely on its cloud-based time and billing solutions to more easily manage their businesses and effectively plan for tomorrow. To learn more visit www.bigtime.net.

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

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