

JAS ARCHITECTURE GROUP

“It's absolutely awesome what the BigTime tool can do. It makes our invoices and timesheets look exactly the way we want them to. We didn't have to compromise or change the way we operated our business to accommodate the software. Instead, we made it bend to our needs.”

— Jon Sammer, Founder, AIA, LEED-AP

JAS ARCHITECTURE GROUP

is a full-service, LEED-certified commercial architecture firm specializing in light commercial construction for restaurant, entertainment, automotive, retail, business and medical facilities. Established in 1990, the firm is licensed to operate in 26 states, operating primarily on the East Coast and throughout the southwest U.S.

BASED IN: Fairfax, VA. **SERVICES INCLUDE:** Building alterations, interiors, tenant construction, and drafting and design services. **INDUSTRY:** Architecture. **WEB:** jas-arch.com

BIGTIME USERS: 7

IF TIME IS THE CURRENCY OF YOUR BUSINESS, YOU CHOOSE YOUR TIME TRACKING SOFTWARE WISELY.

"Time tracking is very important for us," says Sammer, who attributes a large part of his firm's success over the past 20 years to his emphasis on fostering long-term client relationships while keeping the business side of things lean.

"Although we're small, we operate as a larger firm — we cover a lot of ground. And previously I handled all of the accounting in the office: invoicing, tracking, reimbursables, everything. It just wasn't efficient given how many invoices we send out, how much money we manage. We desperately needed an accounting and time records upgrade."

THE BENEFITS OF LINKING EVERYTHING TOGETHER.

Sammer's goal was to find a tool that integrated seamlessly with JAS's QuickBooks software while also enabling project managers to handle projects and time records without direct access to it. "With BigTime's strong link with QuickBooks—which is huge — we were able to achieve this," he says, along with full integration of the firm's timesheets, invoices and proposals, which had previously been handled separately.

Now when JAS receives payment for a project, that paid invoice is simultaneously recorded in both QuickBooks and BigTime. "Our previous time-recording programs weren't linked with QuickBooks, so it was never easy to tell how we were doing, time- and budget-wise, on a project. Now it is."





A TOOL THAT SPEAKS THE INDUSTRY'S LANGUAGE.

Another highlight for Sammer was BigTime's customization ability. The software makes it easy to create a template of a report, invoice or estimate, and modify it any way you want — which is exactly what Sammer's team did.

"We now have the ability to do almost any type of reporting — time on a project, reimbursing expenses — plus the added flexibility to alter the terminology to better suit our needs," Sammer says. "For example, we were able to modify BigTime's 'Budget' tool to call it 'Phases of a Project,' which just works better for the way we do business."

Sammer also appreciated being able to link those project phases with original estimates submitted to the client, and the ability to convert the software's "Estimate" format to the firm's preferred "Proposal Form." Other key features he cites include the ability to add detailed descriptions of expenses in client invoices, as well as the power to work with multiple billing rates simultaneously.

HELPING THE JAS TEAM DO WHAT IT DOES BETTER.

Sammer says that while he originally adopted BigTime to increase efficiency, the app has exceeded his expectations.

"Our initial goal was to simply give project managers the ability to run invoices independent of QuickBooks," recalls Sammer. "But the more we've used it, we've stumbled upon a lot of fantastic features just through trial and error." Bottom line, he says, is that the software is helping revolutionize the way his office is run.

"BigTime has made our business model very sophisticated and much easier to use. There are still money-in/money-out and cost-tracking activities involved, of course, but all of those business processes have been refined and streamlined now," Sammer says. And the best part? "We didn't have to change anything in our business to do it."

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

IT SERVICES

LEGAL

MARKETING

MGMT. CONSULTING
