

Johnson Broderick Engineering Increases Cash Flow by 20% with Unanet AE ERP

Motivation for a New ERP Solution

To find an enterprise resource planning (ERP) solution that could support the growth and continuous improvement of a promising civil and structural engineering firm. Johnson Broderick Engineering (JBE) recognized its growing need for a superior accounting system leveraging automation to streamline and speed up its project-based accounting system. The firm also saw a need to take a more unified approach to how it managed its various business processes.

The Challenge

- **Find a project-based accounting solution that could scale with them.** QuickBooks was proving to be slow, bombarded with pop-up ads and was failing to efficiently manage critical areas such as project budgets and resource planning. "QuickBooks was proving difficult to embrace and implement," said Aaron Broderick, Principal from JBE. "We needed something simpler that integrated with project budgets and resource planning."
- **Support the firm's lightning-fast growth with a unified ERP solution.** JBE needed a more integrated ERP solution tailored to their distinct needs as an engineering firm and their growth aspirations.
- **Bolster and enhance its business processes.** The JBE team was left grappling with operational inefficiencies and a demand for more sophisticated tools to manage their business.

JBE | JOHNSON
BRODERICK
ENGINEERING

Johnson Broderick Engineering is a structural and civil engineering firm located in Eugene, Oregon, serving its local building and design community for over 20 years.

The Solution

- **Turn to Unanet's ERP to overhaul its accounting practices.** Enter Unanet, armed with a dynamic approach to managing a project-based business and the capability to automate pivotal processes, including billing and collections via its Accounts Receivable (AR) Automation features.
- **Move through a swift, seamless implementation process with a solution that delighted its team.** The offered solution was not only easy to adopt, but also found favor with the staff who found it simpler to use than QuickBooks.
- **Bring all its business processes together in one unified location.** What set Unanet apart was its comprehensive offering of integrated timekeeping, permissions, and employee information functionalities, making it a one-stop solution for all JBE's business needs. "The interoperability between Accounts Receivable, project management, human resources, time and expense processing and other functions helps promote our growth," said Broderick. "Unanet is what we'll use whether we have fifty employees or five hundred."
- **Improve how it does business.** This unification facilitated improvements in JBE's business processes. Whether it was client selection or onboarding new hires, the firm took a more strategic approach to how it did business as opposed to continually putting out fires from a reactive posture.

The Approach

- **Take a measured, deliberative approach to implementation.** The company started small, focusing on integrating different sides of the business gradually. This phased approach allowed for a smooth transition and ensured that the operations didn't suffer in their quest to innovate.
- **Centralize its business systems.** By choosing Unanet, JBE was able to have all of its disparate business processes located within one easy to use system. For example, a major component of its business was timesheets, which could now live alongside its projects, resource management, financials, and other business functions.



Billing and collections used to be a terrible game of 'whack-a-mole' for us. Now with Unanet, billing takes only a matter of hours and we've gotten our AR collection time frame down from 45 days to only 15. Imagine what that feels like - we're collecting way more efficiently and all that AR is now sitting in operating cash.

– Aaron Broderick, Principal, Johnson Broderick Engineering

Immediate ROI

100%
of outstanding
accounts
receivable

Sustained ROI

45 – 15 days
improvement in
average accounts
receivable
collection days

20%
increase in
cash flow

The Impact

The effect on JBE's operations thanks to its partnership with Unanet has been transformative:

- **The average time in Accounts Receivable went from 45 days to 15.** The solution saved significant time and increased the sophistication of JBE's business management, instilling a renewed sense of confidence within the team.
- **Increased cash flow by 20%.** JBE was able to significantly lower its AR balance, putting all of its Accounts Receivable income into its operating cash. Since JBE implemented Unanet's AR Automation, it has improved its available cash flow by 20%.
- **Enhanced project visibility.** The ability to track the value and statuses of all projects visually improved their project management efficiency.
- **More reliable and automated accounting.** JBE was able to streamline its accounting processes and follow up on payments in a timelier manner.
- **Better insight into and communication with its client base.** Unanet empowered JBE to vet clients more thoroughly and be selective about the clients they partnered with, while also facilitating faster payment processes.
- **Encouraged a new aura of professionalism.** This integration not only enhanced internal processes but also resonated with their clients, reflecting a more professional image for JBE.

With Unanet as their guide, JBE has overcome their business process obstacles, using the solution to ensure the firm's continued fast growth remains scalable. The firm has successfully transformed itself into a more mature, efficient, and sophisticated business, ready to take on the future.



More than 3,700 project-driven organizations depend on Unanet to turn their information into actionable insights, drive better decision-making, and accelerate business growth. To learn more about Unanet's ERP and CRM solutions for government contracting firms, visit <https://unanet.com/erp-for-govcon/overview> or contact us at 703-429-1236.