

Stonebridge

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At A Glance:

- **Company:** An IT consulting firm with offices across Texas and Oklahoma.
- **Employees:** 100
- **Industry:** Consulting; Information Technology
- **Location:** Offices in Tulsa, Dallas, Houston, and Austin
- **Software switched from:** Oracle
- **Challenges:**
 - IT Consulting firm lacked a true handle on project accounting.
 - This led to an inability to identify troubled projects.
 - At the core was no reliable time tracking system.
- **Results with OpenAir:**
 - Visibility. Company now has access to surprisingly accurate revenue forecasts.
 - Flexibility. OpenAir's intuitive user interface allows each employee to craft the system to their needs.
 - Simplification. Automated time tracking provides a solid base for critical project metrics.
 - Access. OpenAir's self-help nature enables executives to develop their own reports.



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— *Marla Gaby, Operations Manager*
Stonebridge

Results

With Stonebridge consultants using OpenAir to log mission critical data, evaluation of the system’s usability was extensive.

Specifically, intuitive timesheet entry was essential to ensure user adoption and accurate figures. “Our recent use of schedule requests has greatly simplified our vacation tracking,” Marla Gaby, Operations Manager at Stonebridge, said by way of example.

“When a consultant creates a new timesheet, approved vacation time is automatically populated.”

“It’s a real time saver to know that all vacation time is accurately captured,” said Gaby. Now with the entire organization utilizing OpenAir, Stonebridge’s time entry system is consolidated and streamlined.

Perhaps the greatest benefit that OpenAir has provided Stonebridge has been the increased visibility that managers and executives now have.

The recent addition of resource management has improved utilization and schedule tracking. “By using resource bookings to schedule our consultants, we have gained the ability to develop surprisingly accurate forecasts,” Gaby said. “When our planned hours closely match our actual hours, we know we are performing as desired.”

This increased visibility provides Stonebridge project managers with the information they need to deliver projects on time and within budget. OpenAir helps provide the insight into key project metrics that allows for real time adjustments to project plans.

Stonebridge executive management appreciates the “self help” nature of OpenAir.

“Our executives used to rely heavily on managers to develop reports for them. Now with OpenAir, executives log in and create their own reports which they then share and deliver to key stake holders,” said Gaby.

OpenAir’s intuitive user interface guarantees that everyone at Stonebridge, from end users to C-level executives, has access to the project accounting information they need to perform their duties at a high level.

 **Find out more: contact OpenAir at 1.888.367.1715 or visit www.openair.com**



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The Challenges

Prior to OpenAir, Stonebridge's management team had no cohesive process through which they could manage their accounting metrics.

At the time, the system in place was an Oracle application that was inherited by the organization during a series of acquisitions.

“Our system at the time just didn't provide us with the comprehensive capabilities that we required,” said Gaby.

“We quickly realized the limitations of our accounting program and moved to evaluate PSA systems in order to gain further insight and control.”

Furthermore, vacation tracking was a real challenge. A lack of automation made chasing down timesheets a full time job.

“There was no incentive to enter timesheets with our old practices,” said Gaby. “Without up-to-date timesheets, vacation balances were often inaccurate and outdated.”

The absence of a native reporting engine added additional work for Stonebridge's already busy project managers. “The job of providing C-level executives with status reports fell upon our project managers because we had no intuitive reporting agent.”

The Solution

After a detailed evaluation process, Stonebridge selected OpenAir in large part due to its project accounting functionality. The system's best-in-breed costing, pricing, and profitability capabilities provided Stonebridge with the information to make better business decisions.

“The system illustrates a true understanding of project profitability,” said Gaby. “OpenAir's current and historical costing and pinpoint time and expense tracking provides the foundation for accurate and reliable profitability calculations.”

With this information in hand, Stonebridge is now able to identify “trouble” projects quicker and address issues more effectively.

With sound and orderly data in OpenAir, Stonebridge is able to feed these figures into its general ledger application.

“The move to OpenAir has opened our eyes in regard to our accounting practices,” Gaby added. “We have the utmost confidence in our project profitability and billing metrics within OpenAir. This allows us to feed accurate information into our general ledger to ensure precise and balanced books.”

Through OpenAir, Stonebridge has replaced an unreliable and disjointed accounting system with a streamlined, accurate process that guarantees efficiency.

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