



## Electronic Invoicing from CCG Improves Efficiencies and Visibility for Sebesta Blomberg

Established in 1994, Sebesta Blomberg is a nationally-recognized provider of full-service engineering and design services. From master planning to detailed design, implementation and optimization strategies — Sebesta Blomberg supports their clients through every phase of a project with expert advice that optimizes the effectiveness of their facility budgets.

### Multiple Locations and Processes

With offices across twelve states and the District of Columbia, the billing processes needed to consolidate and improve.

“Billing used to be a very time consuming process,” stated Paula Smith, Project Accounting Manager for Sebesta Blomberg. “We needed to print pre-bills and get them electronically or physically to the Project Managers to review and return. We did not have a handle on where bills were in the process and with a lot of people traveling we needed to have it a more timely and efficient process.”

Sebesta Blomberg originally billed at the end of the month, but due to the inefficiencies and cash flow, they expanded to weekly to speed up the billing cycle.

“Performance was hard to gauge,” continued Smith. “It was hard to analyze the performance of each of the PMs or PAs without seeing on a grid.”

### A Better Way

Sebesta Blomberg met with CCG at the Deltek Insight conference in Washington DC in May 2010 and was impressed with what they learned about Electronic Invoicing.



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**Web site:** [www.sebesta.com](http://www.sebesta.com)

**Challenge:** Multiple offices and processes with limited visibility

**Solution:** Electronic Invoicing from CCG fully integrated with Deltek Vision

**Benefits:** Decreased from five project accountants to three. Improved billing processes and visibility.

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**Paula Smith**  
**Project Accounting Manager**

“We knew we needed to move to an electronic system and Electronic Invoicing from CCG looked like exactly what we needed,” commented Smith.

Following the conference, the team at Sebesta Blomberg reviewed the information and decided to move forward with CCG.

“It was pretty much a no brainer for us,” said Smith. “We could see a great benefit in reducing the filing requirements. The pre-bill markups did not need to be saved and the invoices were automated. Project coordinators were no longer needed in the billing process – it saved them time. That was really the performance issue – we were having a hard time getting to the info we needed.”

### **Quick and Seamless Transition**

CCG worked with the Sebesta Blomberg to achieve buy-in on process and to finalize the plans. The initial Sebesta Blomberg office was deployed in January 2011, and the remaining six offices in February 2011.

“I was surprised at how quickly we were able to train and implement,” said Smith. We actually trained and brought on 35 PMs at one shot.”

### **Improved Efficiencies and Visibility**

With CCG, Sebesta Blomberg also has improved metrics and visibility across the billing system.

“We reduced the number of Project Accountants from five to three as a result of our improved billing efficiencies,” said Smith. “Our collection processes have improved and billings are up. With the new system, we do not have the calls into Project Managers asking why the bill was not completed.”

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