



CUSTOMER SUCCESS STORY

**CUSTOMER**

Axiom Corporation

**INDUSTRY**

Fast growing IT consulting and systems integration company

**LOCATION**

Atlanta, Georgia

**Number of Locations**

One

**SYSTEM**

Sage TimeSheet

**Modules in Operation**

- Sage TimeSheet
- Peachtree Complete Accounting

## Sage TimeSheet Helps Axiom Streamline Processes

Atlanta-based Axiom Corporation is an IT consulting firm specializing in implementation, integration, and development services for the utility and transportation industries. Founded in 1988, the company also performs contract work for various government agencies, including the Department of Defense, the Department of Energy, and multiple state and local agencies.

In order to keep track of consultant time by project, Axiom utilized complex spreadsheets to collect timesheets and other payroll and invoice information. As the company experienced a period of aggressive growth, the spreadsheet system lacked the sophistication needed to accurately track employee time and expenses.

With 75+ consultants working from remote offices and client sites, Axiom searched for a system that was easy to use and access; provided powerful administrative controls to ensure data integrity; integrated seamlessly to its accounting software; and included robust reporting features. After carefully reviewing multiple systems, Axiom chose

Sage TimeSheet, a project-based time and activity tracking system.

**Regaining Administrative Control**

Before implementing the software, Axiom encountered numerous problems with its data collection process.

“As the company grew, it became more of a challenge to use Excel,” explained Douglas Macgill, vice president and CFO at Axiom. “Employees required different formats, and were subsequently making alterations to the spreadsheet template. Its integrity was compromised as a result. In addition, consultants had difficulty sending the file through e-mail from remote locations. Once we had the information, we’d retype it into another spreadsheet, and then into the accounting system.”

Sage TimeSheet helped Axiom establish an accurate, centralized repository of employee and contract information, such as purchase order details, task classifications, social security numbers, default billing rates, and hourly rates by project.

**CHALLENGE**

Find an easy-to-use system that offers administrative control, billing integration, and robust reporting features

**SOLUTION**

Sage TimeSheet, a project-oriented time and activity tracking system for workgroups of any size.

**RESULTS**

Lowered invoicing process from three weeks to three days; improved cash flow and accounting accuracy; gained ability to centralize data for accurate, sophisticated reporting; automated data collection.



Your business in mind.

*“The integration [with Microsoft Project] is especially important to Axiom when consultants are working on fixed-price projects. With Sage TimeSheet, we can automatically import tasks and resources into the system and push information back to Project for real-time reporting.”*

—Douglas Macgill  
Vice President and CFO  
Axiom

## ABOUT SAGE SOFTWARE

Sage Software has been responding to the needs, challenges, and dreams of small and mid-sized businesses for over 25 years. With a complete range of business management solutions and services, Sage Software helps companies improve customer relationships, reduce costs, and automate and integrate a variety of operational activities. Its solutions support the specialty needs of a broad scope of industry segments, including manufacturing, distribution, construction, real estate, nonprofit, and professional services.



With Sage TimeSheet, Axiom regained administrative control over its timesheet information. The company can now lock down dates and task orders to ensure data integrity, helping it know where consultant time is spent and how resources are used.

By linking the information in Sage TimeSheet to its Peachtree Accounting system, the company has reengineered an inefficient billing process. “We used to spend about three weeks preparing our monthly invoices. With Sage TimeSheet, we simply upload the data into Peachtree, and everything falls right into the invoice. Our entire billing process now takes just three days, and we’ve ultimately seen dramatic cash flow improvements,” remarked Macgill.

### Reporting Features Improve Cash Flows, Save Time

As a government contractor, Axiom adheres to stringent reporting requirements, submitting multiple levels of reports to get paid and remain in good standing with its government contracts. If employees miss deadlines, Axiom is penalized. Sage TimeSheet enables employees to get their reports in on time, and know they are accurate.

Macgill added, “I was pleasantly surprised by the sophisticated reports we can generate. We’re able to house different rate classifications and fees based on government or commercial classifications.”

He added, “[Employee performance data] is so easy to extract now—reports that took us a month to pull together now take only seconds.”

### Flexibly Managing Projects

Sage TimeSheet also links to Microsoft Project. “The integration is especially important to Axiom when consultants are working on fixed-price projects. With Sage TimeSheet, we can automatically import tasks and resources into the system and push information back to Project for real-time reporting,” said Macgill.

Sage TimeSheet also integrates with Primavera, another project management tool. “The software is extremely flexible and user-friendly. We have the ability to use the system in a familiar spreadsheet format, which eliminates potential culture shock issues. Now our consultants can truly manage their projects remotely,” he said.

### Giving Sage TimeSheet High Marks

Macgill concluded, “Sage Software really stood behind what they promised for Axiom. The product was installed by a knowledgeable, courteous implementation consultant. I give Sage Software and Sage TimeSheet an A+ all the way around.”