



CONTRACT LAND STAFF CASE STUDY

CONTRACT LAND STAFF STREAMLINES COMMUNICATIONS AND INCREASES PRODUCTIVITY WITH ELEVIA ELECTRONIC INVOICING

Contract Land Staff (CLS) is one of the largest and leading professional providers of Land Services. Their manual invoice approvals process was becoming increasingly time-consuming and cumbersome, change was needed. Garrett Gill, Executive Vice President – Power Group, led the initiative to find the right solution for CLS.

Garrett and the team investigated several software solutions and considered creating a proprietary solution. Ultimately, they chose EleVia Electronic Invoicing (EleVia EI) because it optimized their invoicing and approvals process, and it is integrated with Deltek Vision®.

CLS began the implementation process with key stakeholders, then rolled it out to the appropriate departments. “We demonstrated the efficiencies of the product to the team. We highlighted the transition from what had been a manual process, to an integrated, automated, and streamlined process,” shared Gill.

Today CLS enjoys easy streamlined electronic approval processing and convenient invoice delivery to their clients. “With our volume of invoices, you can only imagine the amount of communication required during the review and approval process. Without EleVia EI it is easy to lose track of what has been approved and what hasn’t,” stated Gill.

Since its implementation, the feedback within the organization has been very positive. Project managers appreciate the notifications in the system when invoices need to be approved, which has also eliminated multiple emails per invoice. CLS now enjoys a unified view of all the information they need for approval. The opportunity to spend more time on higher-order work has also been a big plus. “The efficiency of EleVia EI has allowed us to be more productive and focus on services versus being bogged down in the approval process,” continued Gill.

In addition to productivity gains, CLS is seeing a significant decrease in Days Sales Outstanding (DSO) and Time to Invoice (TTI). The ability to set parameters in EleVia EI to meet CLS’s specific business needs has helped facilitate these improvements. For example, project managers are given a 24- to 48-hour approval turnaround time. When timelines are not met, individuals are held accountable with an escalation report, automatically triggered by EleVia EI, notifying the next level of command. The days of chasing approvals are history.

“EleVia EI is an extremely user-friendly application. As our company continues to experience rapid growth, having this software will allow us to sustain that growth through optimization while mitigating unnecessary increases to our existing support staff,” commented Gill.

PARTNERSHIP

“The EleVia team paid attention to the details of what we were looking for in a solution.” –*Garrett Gill*

Garrett expressed additional appreciation for EleVia’s customer service, training, development, and business development team.

INTEGRATION

Seamless integration into Deltek Vision provides the ability to view invoice information all in one place.

FASTER INVOICING

The efficiencies of EleVia EI give CLS the ability to get invoices out faster, improving Time to Invoice (TTI) and Days Sales Outstanding (DSO).

CONFIGURABLE

The ability to set parameters based on their internal processes has helped hold PMs accountable for invoice approval.