



QuickBooks and CAPS

Puts Efficiency Back in the Workplace



"AIA's are a pain for obvious reasons. You have to open three different software programs to cover one AIA application. This time and effort needed to be cut, and while a \$500.00 solution wasn't really a "solution", one for under \$200.00 was definitely worth a try!"

Dewey Gibson
Treasurer/Operating Officer
Bowen Electric Service, Inc.

Customer Profile

Processing multiple pay applications each month using a combination of Word, Excel, and QuickBooks turned Dewey Gibson, Treasurer and Operating Officer of Bowen Electric Service, Inc. of Gaithersburg, MD, into an inefficient member of this 14 year-old electrical sub-contracting company.

Business Challenge

"AIA's are a pain for obvious reasons, processing 15 AIA's each month took forever to complete having three different software programs open to cover one pay application," according to Dewey. "After submitting them, the contractor would request changes to billing percentages and itemization. I would end up with errors 10-20% of the time (forget to copy here, paste there or there was a formula in that cell, etc.). I was consumed with billings... I was not an efficient or valuable member of the company during that time, and I needed to cut the amount of time and effort it required."

"This time and effort needed to be cut down," said Dewey, having used QuickBooks since August of 1998, and recently having upgraded to the Premier Contractor 5-user version, Dewey visited the QuickBooks Solutions Marketplace, and started shopping for add-ons. "I was shopping for a small, but effective software program that was an add-in to QuickBooks, my options were limited, I was NOT going to buy a high end software like Timberline, which most of the contractors I know, deal with."

"I wanted something that would tie in with QuickBooks, with no double entry," said Dewey. "I found CAPS on the Solutions Marketplace and visited Sunburst's website. At first, I was a little leery because their website showed a small business owner arena and I wondered about proper support - but, then, I thought about it have you tried calling Intuit lately?"

"The on-line product demo was what finally got me, it broke it all down, and while finding a solution was critical, it was not critical enough to pay over \$500.00, but a seemingly supported solution for under \$200.00 was definitely worth a try."

Solution Overview

With QuickBooks and CAPS working in tandem since 2005, Gibson can reference billings easier because of quicker and more effective AIA billing - no errors, and better organization.

"Before purchasing CAPS, AIA billings would take about 2 days to complete, because of the complexity of all billings as a whole - now I'm done in 3-4 hours (if no one bothers me), and now, I can get some of those other 12,000 other things done," says Dewey laughing. "I still hope AIA billings die!"

"CAPS was easy to install and setup. I am a male; by nature, I just dive right in and figure it out on my own. I'm pretty good at retaining information that I DON'T have to read; and, again, the on-line demo got a lot of the hard work out of the way - I was up and running the same day," said Dewey.

SUCCESS STORY

Bowen Electric Service, Inc.

AT A GLANCE:

Customer:

Bowen Electric Service, Inc.

Location:

Gaithersburg, MD

Industry:

Electrical Contractor

Business Challenge:

A quicker more effective way to produce AIA billings.
Ability to re-do with minimal effort changes requested by customer
Eliminate the 10-20% errors caused by manually producing AIA billing.
Billings were consuming corporate officer's time
Tie into QuickBooks with no double entry

Solution:

Construction Application for Payment Solutions - an AIA billing program that works with QuickBooks

Results:

Quicker and more effective AIA billing.
Better organization and no errors
Eliminates data duplication





SUCCESS STORY

Bowen Electric Service, Inc.

Business Benefits

The success in this story for Dewey Gibson was more than just about business. The time he spent generating AIA billing weighed heavily upon him as a proficient employee of the company, and created frustration and aggravation due to the length of time to produce billings, as well as, the element of duplicate data entry mistakes - two emotions that rampantly run high when meeting deadlines in billing customers. Taking the time to investigate other avenues to help him streamline this process became a priority.

Searching the Intuit *QuickBooks Solutions Marketplace* for an application that integrated with his QuickBooks program, Gibson found the relief he needed to not only benefit him personally as a valued employee, but to sustain him to provide the needed assistance he was hired to perform as Treasurer/ Operating Officer for his company.

The value Dewey placed on efficiency led him to watch the CAP demonstration. Having worked with the QuickBooks program, he understood how the billing would be generated by applying the application to work with his company file. The cost of the program was not prohibitive to him or the company, and he purchased the program.

The free trial, offered by Sunburst as a courtesy, allows customers to use their own company file in a real-time effort with current data to produce AIA billings. Customers who use the trial program, and then purchase the software, will find that there is little more to do than to open the trial version and enter their new license information!

QuickBooks users who need integrated applications to work WITH their company file to enhance their financial program will find applications to meet most of those needs in the Intuit *QuickBooks Solutions Marketplace*, <http://marketplace.intuit.com/>



"The on-line product demo was what finally got me, it broke it all down and got a lot of the hard work out of the way - I was up and running the same day. The technical support and training is AWESOME. I'm glad I took the risk."

*Dewey Gibson
Treasurer/Operating Officer
Bowen Electric Service, Inc.*

FOR MORE INFORMATION VISIT:

Sunburst Software Solutions, Inc.
2378 Dane Hill Road
West Charleston, VT 05872
www.sunburstss.com
(888) 348-2877

QuickBooks
www.quickbooks.com

Our product and QuickBooks Financial Software work together to help simplify your business management. QuickBooks Financial Software helps you get more done faster, with a new Home page, simplified Customer and Vendor Centers, and sophisticated business planning tools.

QuickBooks and the QuickBooks logo are trademarks of Intuit Inc., displayed with permission.