

## Client Profile

### Bucknall Austin

Bucknall Austin is a construction and property consultancy specialising in Project Management, Quantity Surveying and Building Surveying, with six offices nationwide including their headquarters at Millennium Point in Birmingham.



### **Bucknall Austin save £40,000 a year using specialist AEC software from RedSky IT**

Their work spans a diverse range of sectors including the Arts, Defence, Education, Heritage, Leisure, Residential and Commercial projects. RedSky IT's Progression AEC solution has enabled the firm to cut annual costs by at least £40k and to deliver improved reporting capability to Project Managers.

Progression AEC was initially implemented at Bucknall Austin when the firm was taken over by facilities management company Citex some seven years ago. The drivers behind the choice of system were very much operational rather

than financial, and influenced by recommendations from other professional services firms. Citex's previous IT system did not have integrated ledgers, so Progression AEC provided real benefits in terms of eliminating the need for rekeying and its associated errors.

When a management buyout restored Bucknall Austin to its original identity in 2003, Progression AEC was retained as the firm's chosen solution because they were so happy with its performance. Indeed, the firm



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### Bucknall Austin

<b>Sector</b> - Construction & Property Consultants	<b>Founded</b> - 1947
<b>Employees</b> - 275	<b>Turnover</b> - £21 million
<b>Solution used</b> - Progression AEC, ETCi	

#### About RedSky IT

RedSky IT is a market leader within Construction, providing IT solutions to over 1500 companies including 40% of the top 100 contractors, 14 of the top 50 AEC consultants and many hundreds of small and medium sized businesses. With over 30 years' experience, we offer a complete portfolio of software solutions to help construction, contracting, house building and professional services firms manage their operations.

purchased a five year extended maintenance agreement at the same time.

Stuart Stables, Finance Director says, "At the time of the buyout, we needed something that worked and would keep the ship going. 99% of our customers stayed with the firm, and all operations could continue as normal because of Progression AEC's integrated ledgers and ETCi time capture system. With Progression AEC suite of software, we had everything we needed to run our business".

A major factor in the firm's satisfaction with Progression AEC was the standard of support provided by RedSky IT for the product and the rapid response times Bucknall Austin's staff experienced when reporting problems or support issues. Stuart said, "Any technical problems are always sorted very quickly, and the technical back up has been great. It is a great support service - it runs fantastically and it lets us focus on our core business"

#### Annual savings of £40k

One of the major drivers behind the original choice of Progression AEC was the timesheet-based ETCi system, used by 270 staff plus sub-consultants, which for Bucknall Austin has represented a saving of at least £40k a year. Stuart Stables says, "When we used paper-based timesheets we needed two staff to key the data in - so ETCi represents a saving of £40,000 a year as well as improved reporting capability. Managers can see resources against fees much more quickly using Progression AEC"

#### Improved reporting capability

Bucknall Austin's 20 Progression AEC users, spread across their offices in Birmingham, Bristol, London, Manchester, Sheffield and Brighton, can access data from all fee earners across the entire practice. Administrators in regional offices can run operational reports such as debtors' reports, work in progress reports, utilisation reports, percentage complete and views of turnover and profitability. They can also report by service or by client as required for invoicing purposes, and perform a complete analysis of cost against project.

"Progression AEC gives us a nice comfortable life because it has the right mix and the right elements in it - it does the job it's there for" says Stuart Stables, "Not only does it save us time and money on project management and raising fees with the ETCi function, it provides us with up-to-date project and financial information, backed up by excellent technical support".

