

“The BST solution is reliable and works every time. It has solved a lot of problems.”

JOAN NORSTER  
DIRECTOR OF FINANCE  
CONESTOGA-ROVERS & ASSOCIATES

## CONESTOGA-ROVERS & ASSOCIATES



**CONESTOGA-ROVERS  
& ASSOCIATES**

**Industry:**

Consulting, Engineering and Design

**Geography:**

Headquartered in Ontario, Canada

80 offices across North America, South America and the United Kingdom

**Employees:**

2,500

### Challenge

Conestoga-Rovers & Associates (CRA), a leading global engineering and consulting firm, had experienced a period of rapid growth and was dealing with the headache of disparate internal systems. The multiple companies within the organization employed a mix of custom-written solutions along with a wide variety of accounting packages, and they did not have a project management system in place.

CRA realized that the unrelated systems and processes were preventing them from working together efficiently. They were performing dual entries with inter-company invoices, and Accounts Receivable was beginning to experience serious lag time. They began a search for a solution that would integrate and streamline their enterprise operations while meeting the special needs of an expanding, multi-national, full service engineering and consulting firm.

### Solution

After a lengthy search, CRA chose the BST Global solution for a number of reasons:

knowledge of the engineering industry, a solution with no scalability limitations that would hinder their future growth, and BST Global's commitment to personal service.

With nearly 20 companies that are interconnected down to the project level, multi-company and multi-currency capabilities were of particular importance to CRA. BST Enterprise allows CRA staff to seamlessly work together on projects, regardless of their location. Working from a single database it eliminates the need to enter data multiple times, thereby reducing human error and reducing data processing time.

Furthermore, since the BST solution is 100% web- and portal-based it allows data entry, review and processing anywhere, anytime by anyone who has a PC with an Internet connection — worldwide collaboration and management throughout the project lifecycle. This type of cross-company, cross-functional relationship between executives, project managers and team members not only provides CRA with a consolidated internal process, but also allows for a professional and cohesive interface with their clients.



## Results

With BST Enterprise, CRA is able to get invoices out the door much more quickly, which directly adds to their bottom line. They have realized positive financial return through a reduction in interest expense and elimination of duplicate entries. The process is greatly enhanced by the eTime module, which allows for quick and efficient tracking of employee time.

The solution has added a “no excuses” element to CRA’s internal operations. They now have real-time access to critical information that can make a difference in decision making. CRA executives can quickly review information that tells them which line of business needs attention – and respond in a timely fashion. And CRA’s project managers have the tools to quickly discuss, respond and manage important information.

## ABOUT CONESTOGA-ROVERS

Conestoga-Rovers & Associates (CRA) is one of North America’s most accomplished full-service engineering and consulting firms, with thousands of successful projects and satisfied clients worldwide. Originally founded in 1976, CRA has experienced strong and consistent growth, while maintaining a firm commitment to quality. CRA’s diversified team of engineers and environmental scientists apply a unique combination of hands-on experience and technical expertise to respond to the specific requirements of each project.



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