

## BE&K Case Study

*BUILDING BUSINESS MOMENTUM*

### About BE&K

Based in Birmingham, AL, BE&K is now a KBR Company. A nationally recognized engineering, construction & maintenance services firm that includes over a dozen specialized companies. Serves petrochemical, pulp & paper, industrial power and construction industries.

### About Palazzo

Since 1995, Palazzo has helped 135+ companies build business momentum.

Specializing in software solutions and consulting for:

- Construction
- Engineering
- Professional Services
- Real Estate



## The Business Challenge

BE&K had attempted to implement JD Edwards EnterpriseOne software, yet two different consulting groups had been unable to solve BE&K's need to tailor the application setup to the firm's unique accounting demands. That is, until Palazzo entered the picture.

## The Solution

Palazzo brought to BE&K two essential elements that all the others had lacked - a developer's knowledge of the software and deep experience in the construction services industry.

The Palazzo team had staff members who assisted in development of the EnterpriseOne modules BE&K was implementing, so they knew it inside and out. The team also had members with years of experience in the business of building and construction, so they offered firsthand knowledge of how to meet the need for complex billing customized for each and every client. This one-two punch of expertise was invaluable to BE&K.

Palazzo professionals sprang into action to identify the exact problems BE&K was experiencing. They reconfigured the system in a more efficient way, one that enabled BE&K's business processes and provided the functionality required for the company's complex accounting issues, including job cost tracking, billing, accounts payable and payroll.

Palazzo made it possible for BE&K to go live with the application in just 120 days, and all while coordinating with a host of others, including Oracle personnel, a team of independent programmers, and BE&K executive and information technology staff. Additionally, Palazzo experts trained BE&K users, helping them to utilize the system's customizable and exceptionally valuable reporting, invoice formatting and overhead allocation tools in their day-to-day operations.

## The Results

For BE&K, Palazzo proved that third time's the charm. Where others had fallen short, Palazzo performed. We quickly answered the call and enabled BE&K to implement more efficient procedures, shorten their DSO (days sales outstanding) and get invoices paid in record time. In the words of Mr. Zicarelli, "When we had issues, they had answers. Palazzo was very responsive to our needs. They understood the criticality of what we were up against, and gave us the attention our business required. When you call on the red phone, Palazzo responds."