

CASE STUDY

From 2 Weeks to 10 Minutes

How TruEdge Builds Gets Paid Faster with Procore Invoice Management



TruEdge Builds is a design/build general contractor that provides turnkey design building services to the financial services industry. It specializes in project designs tailored to the needs of credit unions across the western United States.



LOCATION:
FOLSOM, CA

ANNUAL CONSTRUCTION VOLUME:
\$7M

PRIMARY INDUSTRY:
COMMERCIAL & INSTITUTIONAL

“Some of our local subs will get paid 2 days from submitting an invoice instead of the previous 60 or 90.”

ERIK FELD
PROJECT MANAGER & DIRECTOR OF
TECHNICAL OPERATIONS,
TRUEDGE BUILDS



PAID IN A MATTER OF DAYS

Instead of subcontractors getting paid in 45-90 days, now they get paid in just 7 days or less.



BILLING GENERATED IN MINUTES

By automating the billing process, generating a billing for a project went from 2 weeks to just 10 minutes.



REDUCED OVERHEAD

With Procore, TruEdge now has 5 employees doing the same work that 25 employees used to do. Eliminating manual invoicing helped TruEdge Builds save hundreds of hours and thousands of dollars.

The Challenge

TruEdge Builds printed invoices, entered data into a spreadsheet, and then scanned them into the system. Not only was this time-consuming, but it also left them exposed to mistakes in Excel formulas. This sometimes caused a difference of thousands of dollars because hidden formulas or cells in the spreadsheet showed incorrect budget and invoice amounts that were then sent to the client. This resulted in rework and 2-3 rounds of review for a sub or client invoice which often delayed subcontractor payments up to 90 days.

“Someone always asks, ‘How much have we billed on a job?’ Or, ‘How much have we been paid on a job?’ I can pull that up in 30 seconds or less with accuracy, and have it sync with our accounting system—it’s great.”

ERIK FELD
PROJECT MANAGER & DIRECTOR OF TECHNICAL OPERATIONS, TRUEDGE BUILDS

The Solution



AUTOMATED BILLING

Automated billing boosts confidence with their clients and subcontractors, and allows subcontractors to start work earlier in projects, helping speed up the overall schedule of the job.



STREAMLINED INVOICE MANAGEMENT

Approved invoices are easily added to commitments against schedule of values. This reflects in the budget and invoices for that pay period, ensuring all information is up-to-date and accurate.



INTEGRATED COST CODES

With the correct cost codes, teams didn't have to rely on remembering the correct cost codes correctly when generating the invoice, thereby eliminating mistakes and countless hours rework.

The Results

Automating the invoice process helped TruEdge Builds save time and money by eliminating hours of printing, documenting, and scanning. Plus, reduced printing costs helped make jobs more profitable.

Using Procore with the Quickbooks integration, teams streamlined communication across billing stakeholders, ensuring invoice accuracy and faster approvals. That meant that they could accurately bill for work completed with less mistakes and faster payments.

Additionally, more efficient invoicing bolstered the company's reputation among clients and subcontractors. By paying subcontractors faster, TruEdge Builds not only got more competitive pricing (thereby lowering the cost to clients), but their top-notch reputation also helped them win more business. Ultimately, automating the invoice process helped TruEdge Builds keep projects moving and prevent billing delays from turning into building delays.