

function point.

productivity software inc.

## Addressing All the Hot Buttons

The combination of QuickBooks and Function Point has been good for business.

"We had outgrown our systems and were not pleased with the time and billing system we had selected. Function Point looked right," he said. "It was Web Based, Integrated with QuickBooks and targeted to businesses like ours. Now the frustrations of our previous systems are just memories"

**Darrel Wehlmann**  
**Partner**  
**Barrett Wehlmann LLC**

### SUCCESS STORY

**Barrett Wehlmann LLC**

### AT A GLANCE:

**Customer:**

Barrett Wehlmann LLC  
[www.barrettwehlmann.com](http://www.barrettwehlmann.com)

**Location:**

Houston, TX

**Industry:**

Marketing Communications

**Business Challenge:**

Growing business with too many customer issues falling through the cracks.

**Solution:**

Function Point delivers on the promise, delivering a simple, straightforward agency management solution.

**Results:**

Saving time, increasing billable hours, and having better insight in to account profitability.

### Customer Profile

Barrett Wehlmann is a full service Marketing Communications firm with offices in Houston, Texas. They specialize in business-to-business communications across multiple industries.

### Business Challenge

The firm's employees needed time and expense entry while management wanted project management, real-time reports on budgets, actual expenses and job status information. The managing partner wanted details and a tight integration with QuickBooks.

### Solution Overview

Function Point's browser based time sheet and project management solution provides team members with the data they need and it's integration with QuickBooks removes duplicate data entry.

### Business Benefits

Getting information is much quicker and the ease of entry means people actually use it. Now staff spend less time on timesheets and the business managers are working on billable work rather than administration.



Darrel Wehlmann had been down the software deployment road before. As a partner of Barrett-Wehlmann, a Houston based marketing communications firm, he had been tasked with locating and implementing a replacement for their current time and billing system.

"We had set up and deployed another system, but it flat out did not work, said Wehlmann. "Communication with those folks was very difficult."

The partners had expected big gains from their time and billing software: quicker administration, visibility on billable hours, and less hassle day to day. "We were thoroughly dissatisfied and needed to move on." Wehlmann stated.

This time, Wehlmann was determined to take a closer look.

"During our initial investigation we had worked with two of Function Point's competitors," said Wehlmann. Function Point is the flagship product of Function Point Productivity Software Inc. The system is a web based time sheet and project management solution that incorporates project planning, estimating and resource management with traditional time keeping. The system links automatically to QuickBooks.

"The benefit of a misfire on another product was that we knew everything we wanted and we knew what to look for." Even so, Wehlmann was skeptical. "For instance, we wanted a complete agency management solution with a single point of entry that worked with a main stream accounting package like QuickBooks and the integration of the two had to be seamless, it had to be better than importing QuickBook files."

But choosing a new agency management tool is one thing, getting everyone to use it is another.

Function Point training is focused on each operational group within the company. A review is performed to develop the required agenda for Project Managers, Studio staff and Administration and training is then delivered using the web.

Wehlmann was impressed with the Function Point deployment team. "Within no time a fully configured version with all of Barrett-Wehlmann's information was prepared." All the team members were then trained via real-time web based support. These sessions were custom designed to suit the unique needs of the company. "Everyone in the company got the training they needed to be confident and fully prepared for going live in a short period of time."

Did Barrett Wehlmann make the right choice?

"Our team started working in Function Point immediately." he said of the Barrett-Wehlmann staff, "No one likes doing timesheets, but when it is easy to do and done in conjunction with other project tasks it's more natural." Wehlmann went on, "staff keep saying timesheets have never been this easy before... anywhere."

With the system up and running the company is now expanding it's use within the office. "All of our project management is done in Function Point. Visibility of critical job information is available to key people and decisions are made based on real time data," he said. Job status, tasking, resource allocation, time line development along with invoicing and reports. "It's all there and available to us on-line," states Wehlmann.

Barrett-Wehlmann won't be thinking of another deployment. "We had our hot buttons listed out and Function Point has addressed them all pretty easily," he states. "We sure wish we had found the team at Function Point earlier."

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**Darrel Wehlmann  
Managing Partner  
Barrett Wehlmann LLC.**

## FOR MORE INFORMATION VISIT:

**Function Point Productivity Software Inc.**  
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**Quick Books**  
[www.quickbooks.com](http://www.quickbooks.com)

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