



# Axis Global Partners Provides Testing Service Corporation with Structure and Service for Long Term Success

## SUCCESS STORY

### Industry:

Geotechnical Engineering

### Company:

Testing Service Corporation  
www.tsccorp.com

### Opportunity:

With outdated infrastructure and news that their current software provider was no longer able to support them, Testing Service Corporation (TSC) needed an expert to equip them with a technology strategy that would grow with them into the next decade and beyond.

### Solution:

Axis Global Partners implemented a faster database to handle their large number of open projects as well as made multiple improvements to their accounting processes including the implementation of project job costing and collections modules and developing several reports giving TSC greater insight into their business.

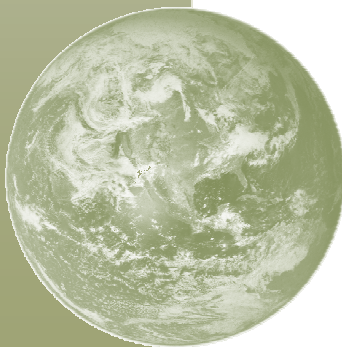
### Results:

TSC's visibility and cash flow have greatly improved reducing time spent on duplicate data entry and manual collections. Invoicing processes and financial reporting have been automated allowing TSC to manage their growth without hiring additional personnel.

### System:

Sage ERP  
Accpac  
Project & Job  
Cost  
AR Inquiry

Wellspring  
PrintBoss



Incorporated in 1954, Testing Service Corporation (TSC) provides Geotechnical Engineering, Construction Materials Testing and Environmental services for large scale residential, commercial, retail and industrial development, as well as medium to large scale structures. With an expertise in Geotechnical Engineering TSC has completed more than 76,000 projects primarily throughout Central and Northern Illinois. From their headquarters in Carol Stream, as well as their additional facilities in Bloomington, DeKalb, Gurnee, Rockford, and Shorewood, TSC employs over 125 people.

### An Accounting System without a Foundation

As a company that may be managing as many as 200 jobs at any given time, TSC needed a software solution, database and solution provider that could help them keep pace with the demands of their industry. Over 10 years ago, then President and Chairman, Allen DuBose recalls learning that he would have to find another reseller at a crucial time. "It was the fall of 1999 and we learned that our current solution provider was no longer going to support our Sage Accpac software. I was then introduced to Axis Global Partners and Dave Yurik, Sr. Software Specialist to assist us through the year 2000 conversion and beyond."

### Laying the Groundwork

Axis Global Partners spent time with TSC to understand the needs of their business order to develop a strategy and implement an Enterprise Resource Planning (ERP)



solution that would not only meet their current requirements, but would also allow them to expand as their company grew and changed over time. Axis Global Partners went right to work bringing TSC's system and server up to speed. First they moved TSC from their DOS-based system to Windows, and onto a Pervasive SQL database noting that it would be the best option due to the economics and the size of their business at the time. Later as TSC grew, it became evident that Microsoft SQL would be the best database for them in terms of stability, security and performance going forward. Tony Chiodo, Principal of Axis Global Partners recalls, "The biggest challenge was to find a system that would accommodate their large number of open projects (4000+) and employees, capturing and reporting all of the necessary data in an efficient manner."

### Renovations Provide a More Efficient Process

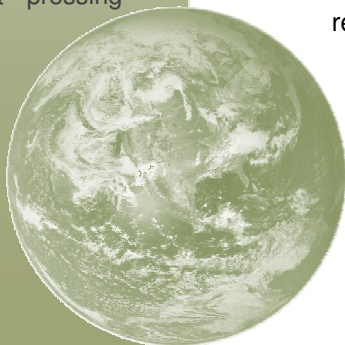
Over the years Axis has partnered with TSC to ensure they are getting the highest possible return on their software investment. They jointly implemented a Project and Job Cost System allowing



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Axis Global Partners is a team of certified business consultants serving small to mid-sized businesses throughout the United States, Canada, Latin America and the Caribbean. We improve our clients’ top and bottom lines with automation solutions that increase profits, decrease costs and pay for themselves in the shortest period of time possible.

Our company is led by industry experts specializing in business processes and solutions. We brainstorm all possible improvements to fit your business needs and close the gap between potential and actual performance. We inspire trust by taking responsibility, acting ethically and encouraging honest and open discussion while focusing on your most pressing challenges to deliver innovative and effective solutions.



them to process invoices by units of work rather than by hours worked and a Collections module which enables them to maintain visibility, improve cash flow, increase operational efficiency, decrease costs, and keep an accurate record of all customer related accounting information. Allen DuBose comments, “Axis has been there to help each step of the way.” Axis also assisted TSC with the implementation of custom web based invoicing integrated with Sage ERP Accpac. Michael Geroulis, Controller for TSC reflects, “A lot of our invoicing is extremely detailed and at the time our managers had to write it all down and deliver it to the accounting department who would then have to re-key it all into the system, creating an unnecessarily difficult and time consuming process. Axis helped us implement a web-based form where our managers can enter information themselves that can then be imported directly into our accounting solution. This improvement came during a period of time when there was significant growth in the company with the opening of two new offices. The streamlined process allowed TSC to grow without having to hire any additional support personnel.”

Additionally, Axis created several custom analytical reports to help TSC maintain a 360 degree view of their organization. From a labor hours report to a laboratory cost summary report, Axis met the reporting needs of TSC. “I’d have to say the most valuable of all the reports is the Job Cost Summary report

which shows the profitability of each job,” says Mike. “It is a great tool for our managers and we

circulate it on a regular basis.” Allen explains, “With hundreds of jobs maintaining activity over any 6 month period, and managers who are responsible for many simultaneous projects, this report provides a project number and description; shows the last time an invoice was generated, cost was charged, or payment was received; as well as whether the project is under water, how much is still owed on it, and more. It’s a snapshot of each job that helps flag anything that may need a manager’s attention.”



The partnership between TSC and Axis Global Partners has flourished. Mike reflects, “Axis is a well rounded company that deeply understands business processes. They’ve helped us in so many ways and have always been available when we need them. I know they have other clients but whenever I contact them I feel like I’m their top priority. They are great listeners always seeking to understand exactly what we are looking for and then helping us find a solution that is the best fit. Tony’s background in manufacturing helps him better understand our needs, and Dave is really strong with implementation issues.” Dave adds, “A successful partnership and any implementation is really a two way street. When the client makes the software their own, they can take it as far as they need it to go and that’s what TSC has done. We really enjoy working with them and helping them as they grow and succeed.”