

Customer Spotlight

ABDO DEVELOPMENT

CONSTRUCTION COMPANY CUTS TIME SPENT ON AP IN HALF BY CHOOSING AVIDXCHANGE

Abdo Development concentrates its development in and immediately around the urban core of Washington, D.C. and Northern Virginia. The Abdo team focuses on construction, property rentals and the development of hotels. Their small office of four was able to realize incredible savings by automating their accounts payable (AP) with AvidXchange.

Challenge - Losing headcount and an AP process

Matthew Weinert, Accounting Manager at Abdo Development, originally thought that the company was operating effectively without an AP automation tool. Abdo's secretary dedicated much of her time to gathering invoices, inputting them into their accounting system (Sage 300 CRE), printing, packaging and delivering checks. Weinert did not realize how inefficient the process was until their secretary put in her two weeks concurrent with the company beginning a headquarters remodel, leaving them without an office or an AP process.



"It was the perfect storm," said Weinert. "She gave her notice to pursue another career opportunity, and with Abdo under construction, we needed to not only fill her role, but also be able to work remotely until the remodel was finished."

The AP work that once belonged to the secretary shifted hands over to Weinert and added 8-12 hours of work a week to his already busy schedule.

// *I probably spend four hours a week on all things AP—that's 50% less than what I used to be doing."*

— Matthew Weinert, Accounting Manager

Solution - Transitioning for growth with AvidInvoice and AvidPay

Once it became apparent that the cumbersome, time-intensive process was not sustainable, Weinert reached out to AvidXchange. Abdo was already utilizing the AvidCreate-A-Check software to print the checks out of Sage 300 CRE, so Weinert was already familiar with AvidXchange's capabilities and confident in its seamless integration with Sage.

"We were pretty quick on the implementation of AvidInvoice and AvidPay, and it's worked great ever since," said Weinert. "Even though we just hired for our open role a month ago, I've continued to own the AP work since it no longer takes up a large amount of my time. We are able to shift this new hire role into more important, value-added territory and transition the company for growth."

Results - Time savings, visibility and productivity

Moving forward with a fully automated AP system has allowed Abdo the efficiency to better manage their workload. The staff is no longer tied to the time-consuming manual AP process and can continue to foster their culture's work-life balance with a work remote option.

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— Matthew Weinert, Accounting Manager

"Our COO works remotely two days a week, and he can now review invoices from his house anytime. He utilizes the AvidPay queue to manage payments, pushes 'approve' whenever he wants, and AvidXchange takes care of the rest. It's just been really helpful for everyone," said Weinert. "My wife and I actually moved to Seattle a few months back, and I can manage all the invoices and checks from 3,000 miles away, which is great. We would never have been able to do that using the old system."

More than the visibility and convenience of handling invoices remotely, the time-savings and overall efficiencies have been transformative for the company and their vendor relationships.

"I probably spend four hours a week on all things AP—that's 50% less than what I used to be doing," said Weinert. "Our COO has gained productivity as well. He used to track outstanding checks on a handwritten page, now he knows that when he approves the check, the funds are coming out the next day—safe to say he no longer keeps a running catalogue of checks in a notebook."

The vendors that Abdo works with have also quickly adopted the new process. "Several of our vendors are already sending their bills to AvidXchange, which has been running smoothly and just speeding things up," said Weinert.

The construction industry is complex and is often focused solely on building and less on the back end processes, ultimately pushing any investment in a new accounting software to the bottom of the to-do list. Weinert included a last accolade, explaining that, "It has been so worth it. The implementation process was easy and intuitive, and everyone on our team has quickly adopted it. It's the way of the future—where everyone's going."