

Customer Case Study: FMX Solutions, Inc.

About FMX Solutions

FMX Solutions is a consulting and engineering firm whose mission is to satisfy customers seeking to optimize usage of premises, and inside and outside plant. FMX Solutions "traditional" Computer Aided Facilities Management (CAFM) services focus on improving asset and space utilization and rationalizing property management. IT services cover design and engineering validation, infrastructure assessment and moves, adds and changes management. For outside plant design and maintenance, FMX Solutions provides a global solution that not only supports the design of transportation network infrastructure, but also helps clients to manage the network's day-to-day operation.

The Challenge

FMX Solutions originally chose Journyx Timesheet because it was 1) functional (they can track all employee time with extensions into expenses, payroll, project management and integrated reporting capabilities, and it is all on-line and shared data), 2) a good business model (they can use the software for free since they do not need more than 10 licenses) and 3) the software worked with existing technology. However, FMX Solutions really discovered the value of Journyx Timesheet, as well as the Journyx support team, when they accidentally overwrote their live database.

"The benefits of using Timesheet all revolve around one key element... the knowledge of how each of us spends our time. Journyx helps us record our time at a very granular level without lots of input overhead thanks to its intuitive interface."

— Oliver Botz, VP of Engineering, FMX Solutions

The Journyx Solution

The Journyx IT support team helped FMX Solutions recover its data from a system-generated emergency backup. Upon having all records restored, vice president of engineering Olivier Botz wrote to the Journyx team, "The restore went fine and I have opened Journyx on the resulting database. All my lost records are there now. I have immediately made a .jx backup and restarted the automatic nightly backup. I am so grateful the developers at Journyx did indeed think of an automatic MSDE dump before major events! Thanks for your help and patience."

FMX Solutions uses Timesheet for time tracking, reports for controlling project effectiveness (time spent vs. billed on projects), insight into daily business activities (top 10 activities, monthly activities, etc.), and for invoicing customers for all projects billed by the hour. The executives understand it is vital to the company to know where employees spend their time.

"Our project management process must be fed with data to be improved from one iteration to the next. We must know which projects are cost effective, at what tasks we're good and at which we're bad. Journyx is the central component for all of these critical aspects, offering a user-friendly and online way to enter elementary data and a great reporting system to extract and combine the data," says Botz.

"The benefits of using Timesheet all revolve around one key element," continues Botz. "That is the knowledge of how each of us spends our time. Journyx helps us record our time at a very granular level without lots of input overhead thanks to its intuitive interface."

FMX Solutions cites the top benefits gained from Timesheet as:

- Improved project effectiveness through retrospective analysis, i.e. a clear picture of how much time was spent vs. how much money has been paid for the job at the end of each

project. This helps the company to spot the weak areas and improve on the next job.

- Determining the work capacity and gaining awareness of unbilled activity ratio, due to precise quantification of the workload of all non-billable internal tasks, such as management, maintenance, accounting, etc. This helps the company to optimize project planning and determine productivity targets and limits.
- Better time (and thus, dollar) estimates on proposals, due to retrospective analysis of previous projects, i.e. Journyx helps FMX Solutions to spot the underestimated tasks in previous projects and tailor the next proposal according to their strengths and weaknesses, to the customer's history, to the prospect's industry, etc.

About Journyx Timesheet

Journyx Timesheet is a timesheet and expense management solution that enables organizations to automate management of employee time and expenses for project control, customer invoicing, and payroll processing. Journyx offers patented technological solutions -- not just generic tools -- that are flexible, adaptable and free to try, in order to help companies identify profit opportunities along the per-person, per-project continuum.

About Journyx

As the creator of the Web-based time tracking industry, Journyx carves out its own path, while guiding customers to their goals and destinations. Journyx helps customers reach the highest levels of profitability by automating labor-intensive, paper-based processes with a superior, Web-based solution. Founded in 1996, Journyx is the *first and only* company to establish Per Person/Per Project Profitability (P5), a proprietary process that enables customers to gather and analyze information to discover profit opportunities. Journyx has thousands of customers worldwide, including American Airlines, Bayer, AC Nielsen, L'Oreal, The Discovery Channel, Schlumberger, Capstone Turbine and many others. Journyx solutions are available both as software-as-a-service (SaaS) and on a standard license basis. For more information, go to <http://pr.journyx.com> or contact Journyx at (512)834-8888 or info@journyx.com.

