

BQE CORE CUSTOMER CASE STUDY



Cedar Park and Arlington, TX

50+ Employees

Geotechnical and Civil Engineering

corsairus.com



Beyond Growth: How Smarter Systems Helped Strengthen Profit and Stability



"After more than a decade of growth, our focus shifted. We didn't need to get bigger. We needed to get better. CORE gave us the visibility to understand every project, every dollar, and every hour so we could make smarter decisions and build a stronger business."

Clint Harris, P.E.
CEO/President



A Firm Built on Experience, Now Focused on Endurance

When Clint Harris founded Corsair in 2012, he wasn't a first-time entrepreneur taking a leap of faith. He had already built and sold a successful engineering company and understood exactly how quickly growth can outpace control. This time, he wanted to build something different. With his co-founders he aimed to build a firm that could thrive for the long term.

From its beginnings as a three-person startup, the company steadily expanded into a 50-person team serving transportation clients across Texas. Its expertise in geotechnical engineering earned the trust of major contractors and public agencies. But success brought new complexity. More projects meant more data to track, more invoices to manage, and more pressure on systems that weren't built for scale.

Spreadsheets and disconnected tools kept the business running, but not smoothly. For a leadership team that valued precision and insight,

managing a growing operation with fragmented systems felt unsustainable. They knew it was time to rebuild the business side of the firm with the same discipline they brought to their engineering work.

When the Wrong System Slowed the Right Kind of Growth

As Corsair's project list expanded, so did the complexity of running the business. The firm had reached the point where spreadsheets couldn't keep up. The leadership team decided it was time

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We bought another system (a competitor to CORE) and started implementation, but four months in we realized it wasn't the right program for us. It was too cumbersome and had very little flexibility — that's when we knew it was the wrong fit.

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to invest in a firm management software system. Something that could bring order to the growing volume of data, budgets, and time tracking.

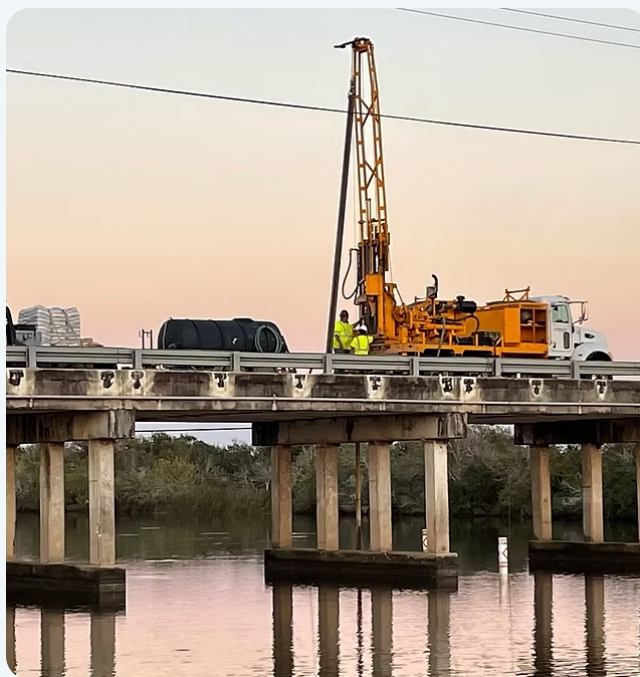
Their first attempt was with one of the largest A/E ERP providers (a direct competitor to CORE), a platform widely used across the industry. At first, it seemed like the safe choice. But within months, it became clear that the software wasn't designed for how Corsair operated. Even simple tasks, like modifying an invoice or updating project data, were overly complex and required outside support. Reports were long and rigid, and customization was either impossible, or prohibitively expensive.

Instead of giving the firm more control, the system added friction. The team found themselves spending more time managing the software than managing the business. The experience was a wake-up call: success isn't about having the biggest system, it's about having the right one.

Corsair needed a platform that everyone at the firm could use, and that worked the way engineers think: precise, efficient, and adaptable. And they needed it fast.

A Smarter System That Simplified Everything

After the frustration of wrestling with an overcomplicated system that didn't deliver what



was needed, the team knew exactly what to look for next: something powerful but easy to use. Something the whole team could use intuitively. When they discovered BQE CORE, the difference was immediate. The platform delivered the functionality they were looking for without the barriers that had slowed them down.

The first win came through its seamless integration with QuickBooks. That connection allowed Corsair to keep years of financial history intact while still introducing a more efficient way to manage projects. It meant the team didn't have to abandon the accounting workflows they trusted, only enhance them.

CORE quickly replaced a tangle of disconnected

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BQE CORE basically became our backbone of project management. It brought everything together in one place so we could see how much of each project was remaining, how much was spent, and what our burn rate looked like. Before, that information lived in different tools and spreadsheets. Now, it's all right in front of us — simple, clear, and easy to use.

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tools, including ClickTime and countless spreadsheets. Everything, from time tracking and budgeting to invoicing, moved into one intuitive system. For the first time, the entire team could work from the same set of real-time data.

EITs entered time directly. Project managers could see how much budget was left on each phase. Executives had instant visibility into utilization, backlog, and burn rate. What once took hours of manual updates now took just a few clicks, or were visualized in pre-built dashboards.

The shift was both technological and cultural. With simpler tools and clearer data, everyone at Corsair could focus on the work that mattered most.

Turning Insight Into Profit

Once CORE was in place, Corsair's leadership finally had the visibility they had been missing. Instead of relying on instinct or manual reporting, they could now see every project's financial performance in real time. For a firm that lives by precision, that insight changed everything.

The company began tracking a set of key performance metrics such as utilization rate, profit margin, backlog, and burn rate, through CORE's built-in dashboards and reports. What had once been scattered across spreadsheets was now clear at a glance.

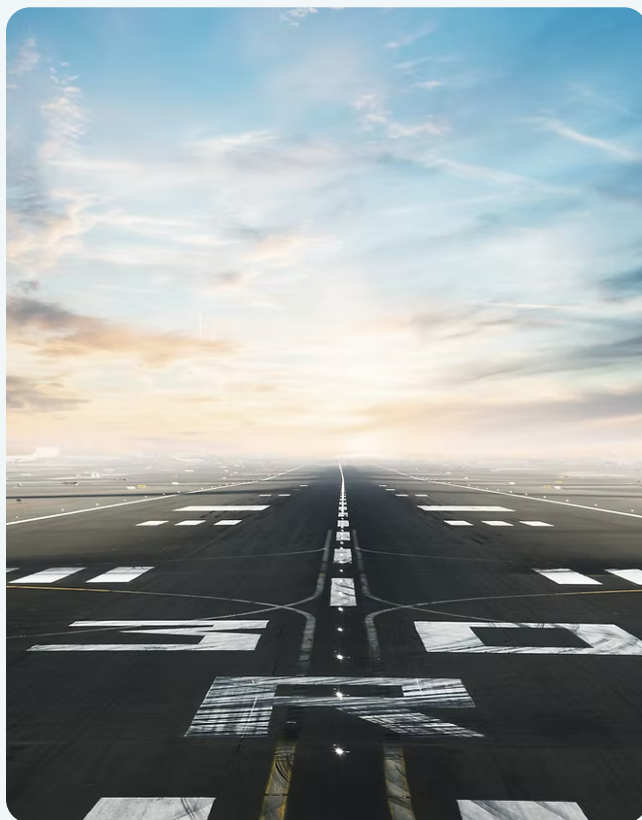
Corsair's firm-wide target utilization rate sits around 65-70 percent, a threshold that keeps the firm both busy and profitable. With CORE, the team monitors that number weekly, adjusting workloads and staffing before problems arise. For leadership, those insights are more than data points. They're the early warnings that guide every major business decision.

CORE also helped the team recover revenue that once slipped through the cracks. Before, it wasn't

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I use CORE's utilization report every week to see where we stand as a company. It gives me a clear picture — do we need more projects, or are we carrying too much? That visibility helps us stay right around our 70% target and make adjustments before things get off track. What's been just as valuable is catching unbilled hours before a project closes. We're not leaving money on the table anymore.

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uncommon for projects to close with unbilled time left either unbilled or unused. Now, project managers can see exactly what hours have been logged before an invoice goes out, ensuring no work goes unaccounted for, they could also track when money was being left on the table. The result is tighter billing, stronger project margins, and greater confidence across the entire firm.

With each report and review, Corsair became more disciplined about where time was spent and how success was measured. The firm could finally manage project with intention and lead from the front.

Building Strength Through Efficiency

After more than a decade of steady growth, Corsair reached a point of maturity where size alone was no longer the end goal. The leadership team had built a respected, 50-person firm with strong client relationships and a steady pipeline of work. What mattered next was protecting what they had built—stabilizing cash flow, improving profit margins, and operating with greater efficiency.

With CORE in place, Corsair began treating efficiency as a strategic asset rather than a by-product of hard work. The software's automation and reporting tools gave leadership the clarity to run lean without compromising accuracy. Administrative work that once required a handful of full-time staff could now be handled by just three administrators, allowing the firm to stay agile while maintaining control.

That discipline has proven essential in a shifting economy. As the market tightened and revenues dipped across the industry, Corsair focused inward—streamlining processes, monitoring utilization and realization rates, and strengthening its financial position. Rather than



chasing new headcount or rapid expansion that comes with risk, the firm concentrated on growing profitability and resilience.

By simplifying workflows and aligning operations with reliable data, Corsair positioned itself to weather uncertainty with confidence. Efficiency became more than a goal—it became the foundation for long-term stability.

Prepared for What Comes Next

Efficiency gave Corsair both operational control and more options. With the business running lean and data guiding every decision, leadership could step back and think strategically about the future.

Rather than chasing the next big contract or expanding for the sake of growth, the firm is now focused on building durability and opening opportunities in new strategic areas. As the business has improved profit margins, it has

been able to reduce debt, and reinvest in areas that make the business stronger over time. When opportunities arise, Corsair can pursue them from a position of stability, not urgency.

The firm's recent move into construction materials testing and deep foundation services reflects that approach. These expansions weren't about headcount; they were about deepening relationships with trusted clients, strengthening Corsair's role on complex transportation projects, and opening strategic new service offerings that add stability to the firm's revenue.

This discipline has kept the firm resilient in a volatile market. While many in the industry faced steep slowdowns, Corsair's leadership used real-time insight from CORE to adjust staffing, forecast workload, and maintain profitability. The firm's strength today comes from what it values most—clarity, control, and the confidence to plan beyond the next quarter.

Built to Last, Guided by Insight

Every successful engineering firm is built on strong foundations. For Corsair, that foundation is now data, clarity, and control. What began as a search for better project management became a deeper transformation in how the business operates.

With BQE CORE, Corsair replaced frustration with focus. The system became more than software; it became the firm's operational backbone, giving leadership a clear picture of the business at every level. From utilization and backlog to profit margins and burn rates, CORE gave Corsair the insight to make decisions with confidence instead of guesswork.

That clarity changed how the firm works. Project managers now understand exactly where each

By the Numbers

- **50+ employees** supported by just three administrative staff, thanks to streamlined billing and reporting
- **65-70% utilization rate** on average, tracked weekly to monitor productivity and workload balance
- **2 legacy tools replaced** (ClickTime and manual spreadsheet tracking) consolidated into a single, connected platform
- **100% of active projects monitored** in real time for budget, burn rate, and backlog visibility
- **Unbilled hours recovered** through improved project tracking and pre-invoice review
- **Faster, more accurate invoicing**, reducing time spent on manual reconciliation

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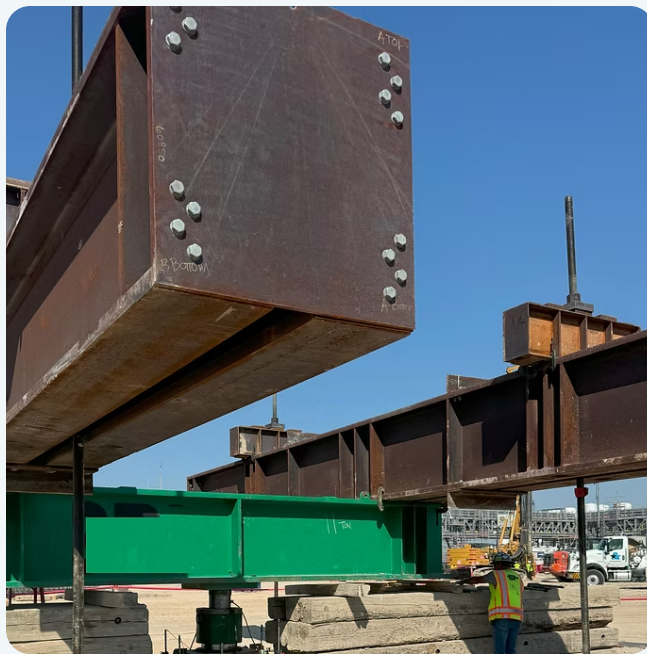
The numbers tell the story. We're running leaner, staying profitable, and making better decisions because we can finally see what's happening in real time. BQE CORE gives us the insight to stay ahead of problems and the confidence to keep the business strong through whatever comes next.

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project stands and what remains to be billed. Executives no longer wait for reports to know where the company's headed — they can see it in real time. And by eliminating inefficiencies, the firm preserved profitability even as the market tightened.

For Clint Harris and his team, that visibility translates into peace of mind. They know when to hire, where to invest, and how to keep projects profitable. CORE made it possible to see the full business with the same precision they bring to their engineering work.

Through every stage of Corsair's growth — from startup to seasoned leader — CORE has served as a steady partner, helping them navigate complexity with simplicity and adapt to change with confidence. In a market defined by uncertainty, Corsair has built something enduring: a firm that is efficient, profitable, and prepared for whatever comes next.



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We've seen this industry go through ups and downs, and the firms that stay steady are the ones that have the right systems in place. CORE helps us see what's really going on so we can make decisions early, protect our margins, and stay strong through the uncertainty.

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Your ambition scales, clarity grows, and creativity thrives with BQE CORE.

Request A Demo →

