

# Project Management Software

## Armitstead Barnett

Provide real-time updates and manage project workflows for a well-established property services business.



### The Customer

Armitstead Barnett is a specialist firm of Chartered Surveyors that provide estate agency, valuation, and property services across the North-West.

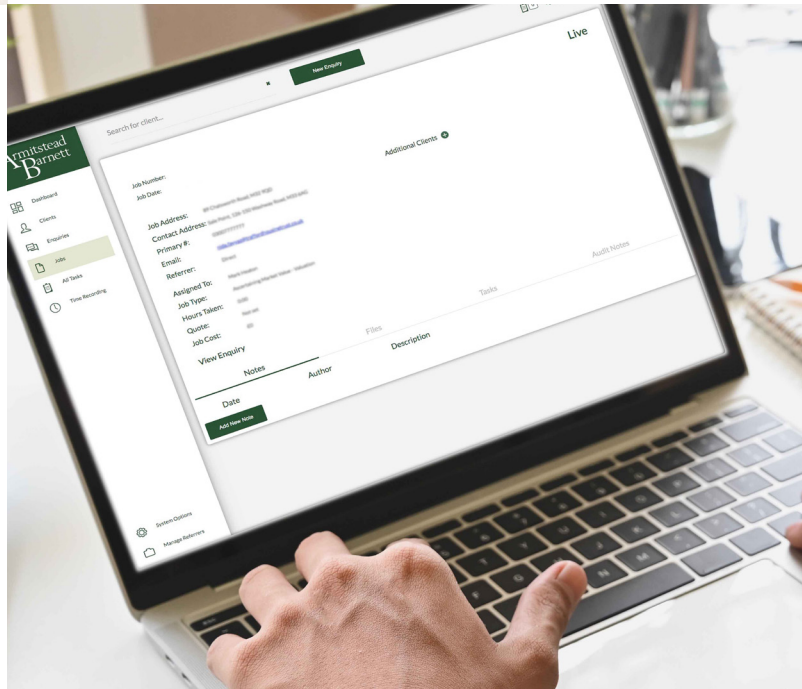
They operate across the entire rural property sector, offering specialist advice and expertise to their clients, whether they are in the residential, agricultural, development or commercial sectors.

### Their Pain

Armitstead Barnett have seen a period of rapid and sustained growth, adding more and more projects, team members and even opening new branches.

With this rapid growth, the company began to experience issues as their processes were very manual and paper-based. Documents were printed and stored in physical filing cabinets, whilst convoluted project and customer naming conventions were managed manually in Excel spreadsheets.

All this meant that there was no visibility of their sales pipeline, work in progress or project profitability, making it difficult to accurately assess their performance. As the organisation began to scale, acquiring more land and development projects, they were struggling to keep up with the various stages and tasks for each individual opportunity.

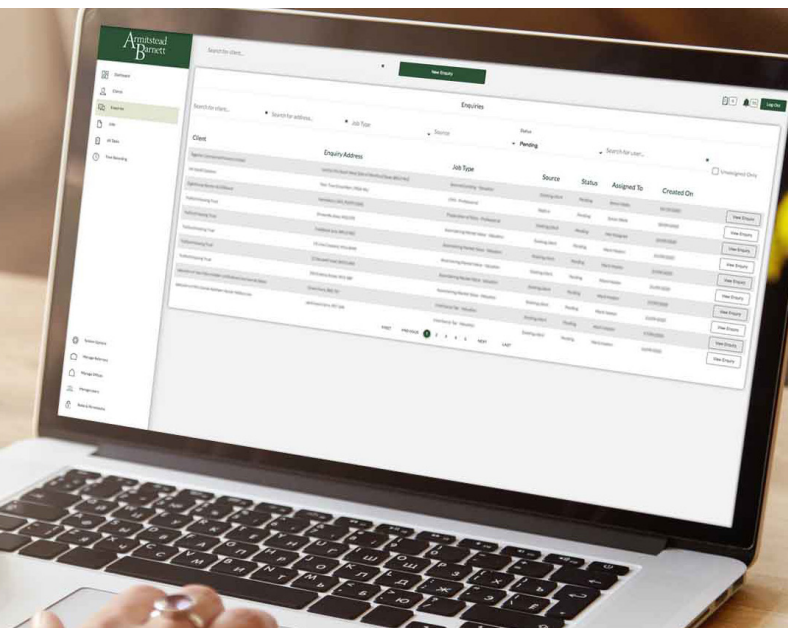


### Our Solution

We created a process map to better understand the processes that Armitstead Barnett used to operate within. We then evaluated this process to eliminate risk and potential points of failure within their operations.

Once the customer was happy that the process map reflected an ideal process that would save time and give them the visibility that they require, we began to customise our project management tool to optimise their journey.

The system was configured to show key business performance at a glance, but also enable the workflow of projects from enquiry to completion without the need for manual processes outside of the system.





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### Key Features



Ability to export and report on key company data



Time recording to check project profitability



Ability to search for conflicts and comparable projects



Create and send automated project templates



Core CRM functionality, including the storage and management of key customer data



Full project management system to track top-level information



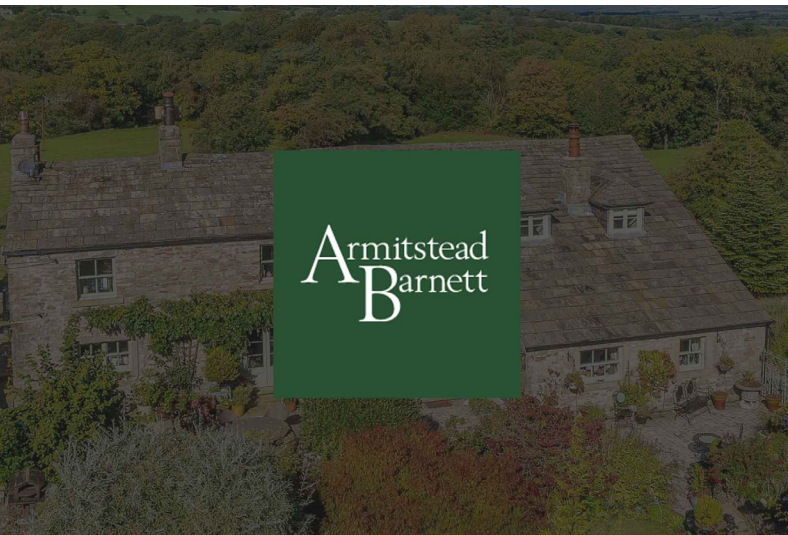
Task management system to ensure work is complete in a timely manner



Automated reminders to ensure deadlines are not missed



User hierarchy to provide access to specific information



### Impact

Armitstead Barnett eliminated the need for physical files and the duplication of effort that they have endured during their growth.

As the entire firm now adopt the system, they're aiming to increase the productivity by 30%, and therefore see their profit increase as they can take on more work without the need for additional team members.

## Want to know more about Flight project management software?

**Get in touch or book a free demo**

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