

# Establishing Operational Discipline To Grow Revenue 249% In Last Three Years

## ABOUT THE COMPANY

Zilker Technology is a digital consultancy and systems integrator focused on creating lasting and valuable customer experiences, with deep sector experience in consumer products, healthcare, financial services, energy and utilities. Based in Austin, TX, Zilker employs teams in the US, Canada, Serbia and India.

## BUSINESS CHALLENGES PRIOR TO IMPLEMENTING PROJECTOR BY BIGTIME

The four founders of Zilker Technology had two clear goals in mind when they started out: first, create a world-class organization with the operational infrastructure necessary to scale their business while they built their brand and, secondly, create a company worthy of acquisition or merger at some point in the future. Having worked with PSAs before, the founders knew the benefits they could reap with early implementation. And while any PSA would be more than enough for a four-person consultancy, they needed a solution that would continue to work with increasingly complex business requirements, like growing their overseas teams. Over the past three years, the business has grown revenue by 249%, allowing them to scale from just 4 to 360 consultants.

## THE SOLUTION

- ✔ Their experience with PSAs in the past, including Projector, made the choice clear. Implementing Projector by BigTime from inception would ensure operational efficiency and allow them to grow fast.
- ✔ Projector by BigTime operates seamlessly between Zoho CRM and Quickbooks, allowing the Zilker team to cost effectively implement and quickly get started.
- ✔ Once implemented, Zilker began using Projector by Bigtime for everything from bookings to billing: resource planning, project management, and project accounting as needed to keep pace with growth.

## KEY RESULTS



Rapidly grew revenue 249% in the last three years



Scaled from 4 to 360 consultants in just 7 years



Acquired by one of the top 5 management firms



We use Projector by BigTime for everything: utilization, invoicing, backlog, forecasting, it really is the heart of our operations. If it isn't in Projector, it doesn't exist. Projector is by far the best PSA.

**MATT CLARK**, MANAGING PARTNER, CFO, ZILKER TECHNOLOGY