

Case Study: Space Zero

Space Zero is a specialist in the design of environments for learning, their team has delivered over 600 education projects internationally. Space Zero is dedicated to unlocking the potential of the environments they design, thinking from the inside out.

Choose Profit

“ Within a few months, Fresh Projects helped us to be significantly more profitable. ”



Ryan McGarrie,
Associate Director, Space Zero

With the onboarding of Fresh Projects, Space Zero instantly had **project profitability visibility** and a new level of insight throughout the business.

Now every team member, from the most junior to director level, has a clear understanding of how many hours they should be working on a project. And most importantly, how many hours they have left to complete it. This clarity has had a huge positive effect on **productivity** and project profitability for the practice. And is resulting in a **profit optimised working culture**.

“ From the bottom of the business up, we're getting it right now. ”



See The Future

“ We have the benefit of foresight now. ”

With the improved business visibility, comes the benefit of **foresight**. Space Zero now has the ability to forecast more accurately using the **weighted-future-income forecasting** tool and are able to make crucial resourcing decisions **months ahead of hitting problems**. A feature that helped them weather the Covid Pandemic storm successfully.

 **SPACE
ZERO**

No More Excel Hell

“ Now we generate profit and loss reports in minutes. Something that took days before. ”

Before Fresh Projects, a team of staff members spent an enormous amount of time collecting information from different departments, collating and generating reports. And even after this huge investment of time, the business still didn't have the answers it needed. With Fresh Projects this time is completely freed up and the **business intelligence** is available **instantly**. Allowing staff to focus on more interesting and value-creating tasks.

Clients Buy Confidence

“ We're not interested in a race to the bottom. ”

In addition to creating profit visibility and efficiencies, the Fresh Projects fee calculation model has given Space Zero a new level of confidence.

With every project, the fee model builds out a profit-inherent and fair fee in a couple minutes. Enabling Space Zero to engage their clients with a reasonable fee that reflects the effort and value required for the project. One that both parties (Space Zero and Client) can be comfortable with and have confidence in.

“ We present fees with great confidence now. Building insight via Fresh Projects we meet our clients where they are at. ”

The Founder Knows

“ Fresh Projects' founder developed the software based on his personal experiences - having lived the frustrations and challenges our industry faces first hand. And that combination of experience and focus has been invaluable to us. ”

The Fresh Projects client service experience is what Space Zero believes completes the success picture. Being a small team of industry experts, Fresh Projects are able to respond to client requests with insight and deliver exceptional service with a personal touch.



BOOK A DEMO TODAY

And get the answers you need for your business.

www.freshprojects.cloud

