

# FIBERY IMPLEMENTATION CASE STUDY

From Fragmented Systems to  
Confident Decisions



## **Company:**

Harpin AI

## **Relationship:**

Fibery implementation  
client

## **Industry:**

AI / Customer  
Experience Technology

## **Focus:**

Operational and  
financial infrastructure

## **Systems:**

Fibery, QuickBooks,  
Claude

## **Goal:**

Better visibility, faster  
workflows, stronger  
decisions

## **Challenge**

- Disconnected systems
- Manual invoicing
- Limited margin visibility
- Time spent chasing data

## **Objective**

Harpin AI had reached a growth stage where its internal systems needed to scale with the business. The team needed a clearer way to connect contracts, invoicing, time tracking, project costs, and financial data so leaders could make faster, more confident decisions.

## **Strategy**

Digital Edge Automation Partners (DEAP) helped Harpin AI diagnose its operational needs before jumping into tools. From there, DEAP structured workflows around Fibery, QuickBooks, Clockify, and related systems to improve visibility into project performance, invoicing, costs, and financial operations.

## **Results**

- Faster invoicing workflows
- Better project cost visibility
- Stronger controls and audit trail
- Less guesswork in decision-making
- Foundation for AI-ready finance

# THE PROBLEM

## When growth outpaced the operating foundation

Harpin AI had reached a defining stage in its growth. The company had proven it could deliver complex technical solutions, but its internal systems needed to mature in order to keep scaling.

Important operational and financial data lived across spreadsheets, QuickBooks, files, and separate workflows.

Working with Guy Lamothe, Head of Finance at Harpin AI, Bernard Williams, Co-Founder & CTO of DEAP, helped clarify what the business needed to track, connect, and act on.

From there, Bernard and the DEAP team helped move that information into a more connected Fibery environment so leadership could track agreements, revenue, milestones, project costs, and reporting in one place.



**We needed to build out our  
operational and financial  
infrastructure to prepare us to scale  
the business.**



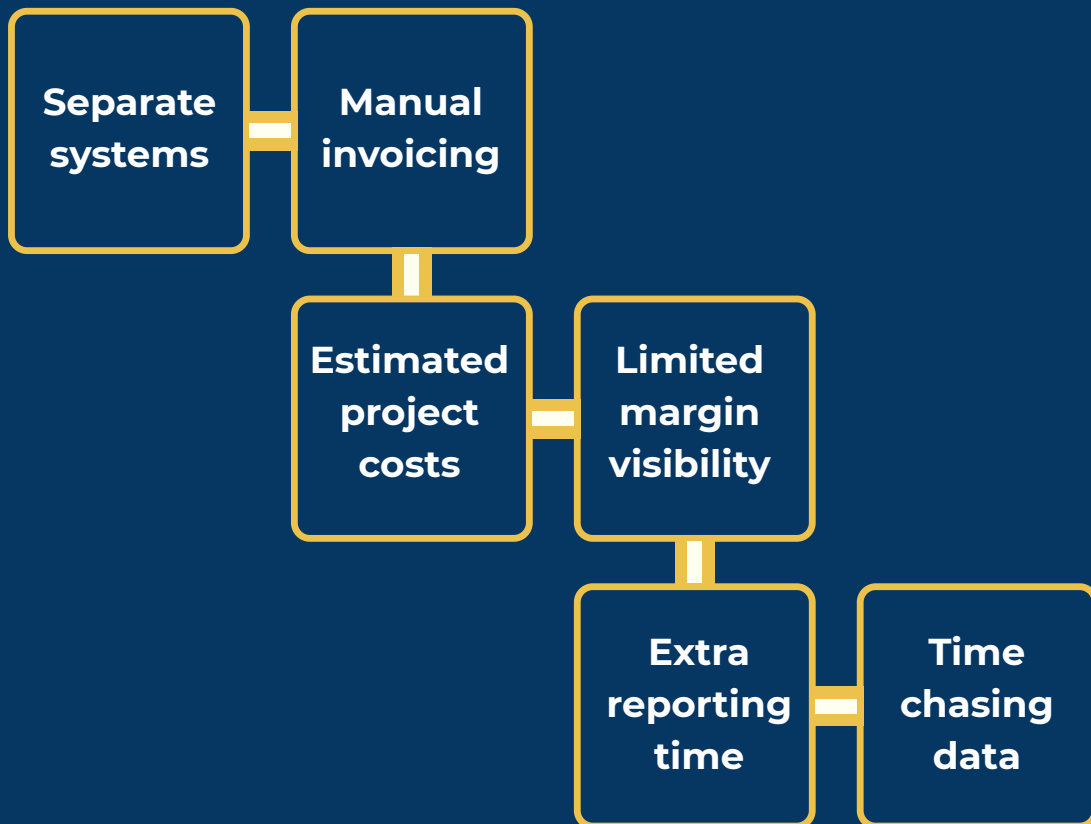
— Guy Lamothe, Head of Finance, Harpin AI

# THE CHALLENGE

## Disconnected systems made visibility harder

Before Digital Edge Automation Partners' work in Fibery, Harpin AI's data was spread across multiple places. Contracts, invoicing, time tracking, project costs, accounting, and reporting were not connected in a way that made the full picture easy to see.

That created extra manual work and made it harder to understand project performance, planned vs. actual effort, costs, margins, and variances in time to act.



**The Core Issue:** Harpin AI needed one clearer operating layer for visibility, reporting, and scale.

# OUR STRATEGY



The tools and the technology really come in after the fact.

— Guy Lamothe



## Diagnose first. Build second.

DEAP's approach started with diagnosis, not software. Bernard and the DEAP team helped Harpin AI clarify what the business needed to see, track, and act on before configuring the system.

From there, DEAP used Fibery to structure the workflows, connect data, and create dashboards and reporting views around how Harpin actually operates.

### Clarify the Need



Identify the operational and financial data Harpin needed to track.

### Structure the Workflow



Map how contracts, time tracking, invoicing, and financial data should connect.

### Build in Fibery

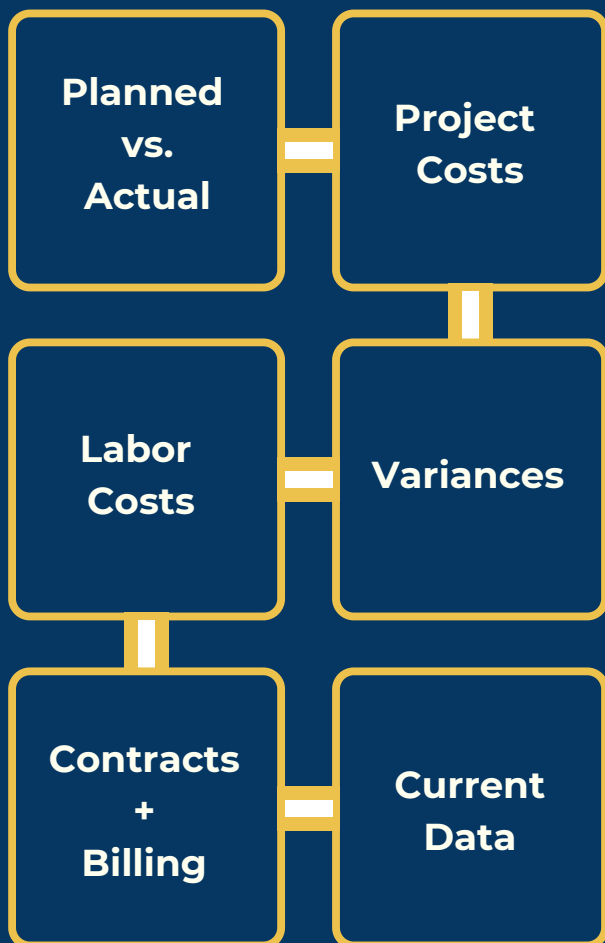


Configure workspaces, databases, dashboards, and reports Harpin could keep building on.

# FIBERY FOUNDATION

## Building the Fibery Foundation

A major part of the engagement centered on Fibery. Harpin AI had information sitting across spreadsheets, files, QuickBooks, and separate workflows — and needed one clearer place to bring that data together.



DEAP configured Fibery around how Harpin AI actually works, turning it into an operating layer for agreements, project visibility, planned vs. actual performance, costs, and financial decision-making.

## From Estimated Effort to Project-Level Visibility

Before the new system, Harpin AI often relied on estimates to understand project effort and cost. With Clockify connected into Fibery, Harpin AI can now see actual time and costs much closer to real time, helping teams track project performance and make decisions with current data instead of waiting for reports.

# FIBERY & QUICKBOOKS

## Connecting contract data to invoices

One of the clearest examples of DEAP's impact was Harpin AI's invoicing workflow. Previously, invoicing required manual review across contracts, subscriptions, and services work.

DEAP helped structure contract data inside Fibery so invoices could be generated into QuickBooks through a clearer, more controlled workflow.



It's not just the tools. It's how he's fit it to how we work.

— Guy Lamothe



### What changed:

- Invoices tie back to contracts
- Variances are easier to flag
- Finance reviews invoices in one queue
- Slack alerts notify stakeholders
- Stronger control and audit visibility

# AI-READY FINANCE

## Building the foundation before adding AI

The finance layer is still evolving, but the strategy is clear: build the structure first, then layer AI on top of connected data.

With Fibery serving as a clearer operating layer, Claude can eventually support future workflows, financial analysis, pattern recognition, and faster recommendations.

The point is not to add AI for the sake of AI. It is to give AI cleaner inputs: connected systems, structured data, clearer workflows, and better visibility into how the business operates.



### Connected Data

Financial and operational data can be organized in one clearer environment.

### Faster Answers

Claude can help surface patterns, insights, and recommendations more quickly.

### Strategic Finance

Finance spends less time chasing reports and more time guiding decisions.

**Key takeaway:** DEAP is helping Harpin AI build the foundation first, so AI can become useful later.

# THE RESULTS

## More visibility, less guesswork, measurable impact

By connecting project time, contracts, invoicing, and financial data, DEAP gave Harpin AI a clearer way to see how work was moving through the business.

### 100% Time Tracking Adoption

Harpin AI moved from no consistent project time tracking to a structured process tied to project work.

### 7-10 Hours Saved Monthly

DEAP streamlined month-end reporting, giving the finance team meaningful time back each month.

### Better Utilization Visibility

Harpin AI gained clearer insight into team utilization, billable work, and under-sold resources.

### Stronger Operating Foundation

Fibery now serves as a scalable layer for project visibility, reporting, and future AI-enabled finance.

[Bernard] is not just consulting, 'Here's the plan,' then leaves you to go execute. He'll teach you how to fish.

— Guy Lamothe, Head of Finance, Harpin AI



## Ready to turn fragmented systems into confident decisions?

Visit [godeap.io](https://godeap.io) to learn how Digital Edge Automation Partners helps businesses build smarter workflows, stronger systems, and clearer visibility.