

Early Payments in General Contracting



NAME
Q Construction Management

ESTABLISHED
2017

INDUSTRY
Multi-family & Commercial Construction

WEBSITE
qconstruction.ca

How Q Construction is turning “pay-when-paid” into fast cash-flow for suppliers while improving contract margins.

Business Challenge

Traditional construction **payment terms limit flexibility** for both builders and trades.

Q Construction is a growing Alberta-based general contractor delivering commercial and residential projects across Western Canada. Like many builders, their projects **depend on dozens of subcontractors**—each managing cash flow and schedules in tight, fast-moving markets.

Before Quickly, early payment requests from trades were handled on a one-off basis and often rejected. The accounting team relied on manual approvals and had to **wait for client draws before paying subcontractors**. In most cases, trades simply had to wait until standard pay cycles cleared, even when cash flow was tight.

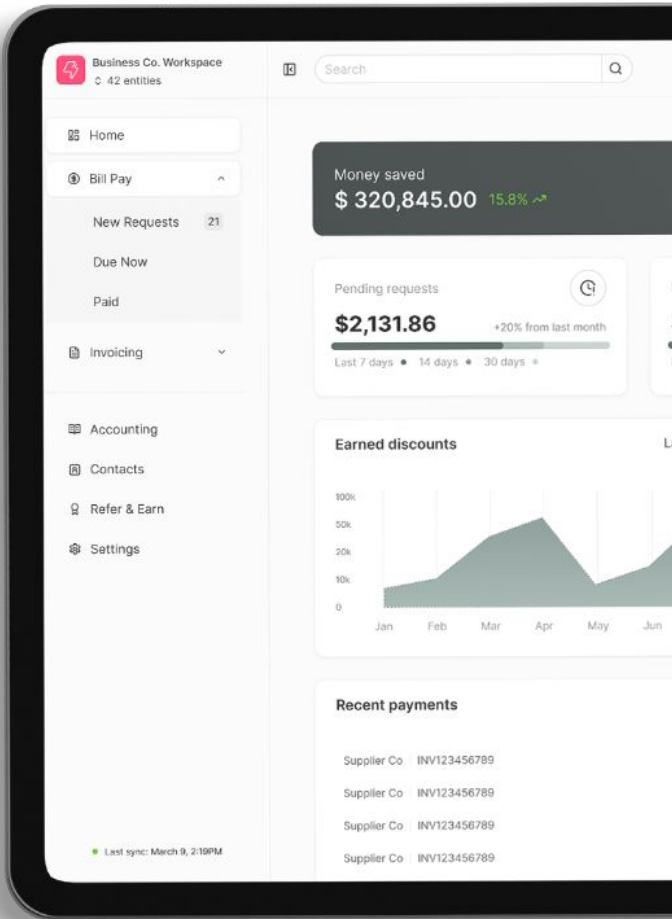
This reactive process meant suppliers had few options to access working capital without borrowing.

How Quickly Helped

An **automated early payment program** that benefits both sides.

In 2024, Q Construction partnered with Quickly to launch a fully automated Early Payment Program that allows **suppliers to get paid early on approved invoices**—without impacting Q Construction’s cash flow.

Suppliers can now log in, view approved invoices, and choose if and when to receive funds early for a small, per-day discount. The funds are deposited within hours, while Q Construction continues to pay those bills on their regular schedule.





The story of Q Construction

Q Construction is an Alberta-based general contractor specializing in commercial, multifamily, and residential projects. Known for their professionalism, reliability, and strong trade partnerships, they have built a reputation for quality execution and transparent collaboration across every project.

"Quickly gave us the ability to say yes to early payments without waiting for client cash. It's been seamless on our side."

Greg Landry | Partner, Q Construction



Results of Q Construction's Early Payment Program

Streamlined payments, stronger supplier relationships, and improved profitability.

\$2.1m

in supplier bills
paid early

29

average days
paid early

\$41k

in discounts

105

Invoices paid
early

28%

supplier
activation

What previously required manual paperwork, a two-week turnaround, and a 5% flat discount can now be completed in minutes—with complete transparency and automation. This efficiency not only saves internal time but also strengthens Q Construction's relationships with their trades—helping them maintain project momentum even through weather delays or slow payment cycles.

"It's straightforward and optional, no hidden agenda. Suppliers choose when they want to be paid, and we keep projects moving."

Jason Elvy | Director, Q Construction



Business Impact: A win-win for builders and suppliers.

Quickly's early payment technology gives Q Construction a new level of flexibility. Trades gain faster access to cash flow, while Q Construction gains cost savings and improved project stability.

The company incorporated Quickly's early payment option into supplier onboarding and tender documents—so suppliers can see and price with confidence before contracts are awarded.

Supplier Spotlight

 New-Day Electrical Services

 new-day.ca

 EARLY PAYMENTS:
\$319, 000+

 DAYS SAVED:
13

 AVERAGE DISCOUNT:
1.2%



“Quickly has made it simple to access working capital when needed, helping us take on more work without worrying about payment delays.”

Adam Buckles | Co-Founder

Optimizing Pay-When-Paid

In construction, most contracts operate under “Paid When Paid” clauses—meaning subcontractors don’t get paid until the general contractor receives funds from the owner. While common, this structure often delays payments for weeks or months, putting financial pressure on trades that still need to cover payroll, materials, and equipment costs in the meantime. For a growing GC like Q Construction, Quickly helps bridge that gap, giving suppliers access to the cash they’ve already earned without forcing the company to front payment before being paid themselves.

As construction firms continue modernizing payment processes, Q Construction is setting the standard for supplier-focused innovation.

It only takes a few minutes to get started — let us show you how Quickly can help your business strengthen supplier relationships and improve profitability.

[Book a Demo](#)