Business Intelligence Application Case Study

Company: AUI, Inc.

Industry: Heavy Highway / Civil Contractor

Construction Services: Heavy Highway and Civil contractor specializing in wet and dry utility construction, pipebursting and sliplining, structural concrete, roadway construction and rehabilitation, earthwork, surveying and design and build projects.

Corporate Headquarters: Albuquerque, New Mexico

Territory / Locations: Two office locations: Albuquerque and Las Cruces, NM with projects in the Southwest

Client Information: AUI, Inc. has specialized in utility and pipe related construction since the company's beginning in the 1980s. Over the years, the company has expanded its capabilities to include a variety of other services such as structural concrete and bridges, concrete paving and channels, heavy dirtwork, asphalt paving, pipeline related work such as pump stations and treatment plants, and trenchless pipe replacement technology.

- Founded in 1981
- Annual Revenue $50+ million
- 200-300 employees
- 100 pieces of equipment and 125 licensed vehicles
- 300 accounts payable checks processed per month
- 1,500 invoices processed per month

Software Applications: eCMS, Accounts Payable, Accounts Receivable, General Ledger, Purchasing, Equipment Accounting, Equipment Maintenance, Job Cost, Order Processing, Human Resources, Payroll, eForms and Business Intelligence

Technology Environment: IBM System i

Challenge: AUI, as a heavy highway and civil contractor, often engages in government projects where strict regulatory compliancy must be met, documented and reported. Excellence in safety has differentiated the company in the competitive marketplace, but safety administration involves added administration and reporting. Further, the company employs a diverse workforce that calls for additional documentation and reporting. Prior to embracing Computer Guidance's Business Intelligence solution, AUI has extracted the required data from eCMS and has manually re-entered it into multiple online forms to meet their reporting requirements. The manual and duplicate data entry has created an administrative burden, especially for processes that had to occur on a weekly and monthly basis.

Solution: AUI has capitalized on the wealth of data that eCMS construction management solution captures and stores coupled with the easy-to-use BusinessObjects Business Intelligence solution to extract various data points, create invaluable electronic reports and share the information internally and externally on demand. AUI has developed over 100 custom reports for generating financial reports, tracking key performance metrics, meeting regulatory requirements and improving overall business operations. Reports that have had the most impact on the company's productivity and efficiency include, but not limited to: EEO Report Filing, Equipment Utilization/Cost Analysis, Certified Payroll Processing (federal, state and municipal prevailing wage reporting), Year-End Processing, Safety Administration and Manhours Reporting. (*further details of these reports are provided on the second page of this document*)

Results:

- Reduced EEO Report Filing from 1 day to 30 minutes
- Reduced project construction costs 1 to 2% as a result of having current Manhour Reporting
- Reduced Certified Payroll Processing from 1 day to 10 minutes
- Reduced the number of administrative hours required for Year-End Processing by 8 hours

Albuquerque, NM, Raw Water Pipeline ABCWUA Project

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"Certified Payroll Reporting through eCMS and its Business Intelligence solution has greatly streamlined our requirements to electronically file our reports weekly. Without it, we would have to rekey each employee's information for each job and manually format to the government software which would take multiple hours each week. With Business Intelligence, it takes us just 10 minutes."

— Michelle Lontok, Controller, AUI, Inc.

EEO Report Filing: At the end of each month, AUI runs a query on all jobs and identifies the week that had the most employees or workers. Once the week is identified, AUI pulls additional information in support of EEO Report Filing. The report includes workforce breakdown per gender, minority, labor classification and more. Information is extracted out of eCMS construction management solution and conveniently imported into Microsoft Excel where a macro is used to generate the EEO form for each job.

Equipment Utilization/Cost Analysis: AUI uses BusinessObjects to generate a report to analyze the utilization and cost of owning and operating each piece of owned equipment. The Cost/Revenue Comparison Breakdown provides AUI with invaluable information as it determines how much to charge for the equipment in the upcoming year. This information is used to develop an annual budget for the entire fleet of equipment and for each individual piece of equipment. Charge rates are generated and this information is used in the companies' bidding process.

Certified Payroll Reports: AUI is required to electronically file Certified Payroll Reports in order to comply with federal and state regulations and municipality. The requirements include electronic file upload of specifically formatted reports. Instead of having to re-key the information into Microsoft Excel, AUI's administrative personnel extract the information from eCMS Payroll application into pre-formatted Microsoft Excel templates leveraging BusinessObjects. The templates are pre-configured and ready for electronic upload.

Year-End Processing: eCMS Business Intelligence solution has made a significant difference as AUI conducts Year-End Processing. AUI queries the database to generate the Census reports needed for their 401(k), Davis Bacon and Cafeteria Plans. AUI also uses Business Intelligence to create a "Total Compensation Statement" outlining the benefits the employees received during the past year. This statement is included with their W-2(s).

Safety Administration: AUI has established an extensive Safety Administration program and as a result, the company has been repeatedly recognized for its excellence in safety within the industry. The Safety Administration program includes mandatory new employee and continuous and specialized company-wide safety training programs. The Director of Human Resources has developed detailed reports for the management of training attendance, certifications and even requirements for bilingual training documentation and requirements.

Manhours Reporting: AUI's Operations Manager tracks production by manhour and distributes it to the superintendent of the job as part of his productivity report. Manhour overruns are caught quickly, allowing process adjustments to be made, reducing the cost of construction. The report also serves as valuable source of information when AUI estimates job costs of new contracts.

Deming NM Bridge NMDOT Construction

Additional Benefits:

- Better decision-making as a result of consistent, standardized and real-time data
- Improved communication across key stakeholders
- Improved visibility into key performance measures
- Improved efficiency for meeting various compliance requirements

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