



#### Industry

General Contractor - Water & Waste Water Plants, Pipelines, Bridges, Design/Build Projects

#### Territory

Predominantly in Midwest, as well as projects in the South and West

#### The Customer

- Headquarters: Topeka, KS
- 300 Employees
- Annual Revenue of \$60M
- 600 pieces of equipment and vehicles
- Self perform 80% of work

#### Application: eCMS

- 25 users
- General Ledger
- Job Cost
- Human Resources
- Payroll
- Accounts Payable
- Purchasing
- Accounts Receivable/Billing
- Equipment Accounting
- Equipment Maintenance
- Business Objects
- eForms

#### Environment

- IBM iSeries
- DB2 Database
- Websphere

## Using eCMS, BRB Contractors, Inc. experiences great gains in efficiency in the field and the office

**“With eCMS, we have conservatively seen a 25-30% gain in operational efficiency.”**

- Darryl Shupe  
Vice President of Finance

#### The Company

BRB Contractors, Inc. (BRB) has established itself as one of the most respected builders of waste and wastewater treatment plants, pipelines and bridges in the Midwest. From its humble beginnings in 1959, BRB has grown to \$60 million in annual revenue and now has a staff of 300 employees and over 600 pieces of construction equipment and vehicles. Headquartered in Topeka, Kansas, BRB has completed over \$1 billion in water and wastewater treatment projects.

BRB self performs approximately 80% of its work, including structural concrete, earthwork, masonry, steel, piping, carpentry, finish work and other services. BRB also provides design/build and project delivery services. BRB has completed numerous projects in the Midwest between the Rockies and the Mississippi River, as well as projects in California, New Mexico, Alabama, Florida and Louisiana. BRB's customers include municipalities, the Department of Transportation in various states, and private sector clients.

Since 1989, BRB has been using the Computer Guidance solution to manage its accounting, project and job costs needs.

#### The Issues

Before moving to eCMS, BRB was experiencing several major challenges that were adversely impacting its business. Darryl Shupe, Vice President of Finance, shared several of these concerns.

“Most significantly, project managers and executives did not have access to timely and accurate project cost data necessary to make informed operational decisions. It was also difficult to get accurate historical Job Cost data to correctly estimate and bid a job. “

Darryl also believed that equipment was not being effectively utilized, and equipment costs and maintenance were not being properly controlled. “With over 600 pieces of construction equipment and vehicles, we had no effective preventative maintenance plan in place and costs were not being properly allocated to jobs.”

## CUSTOMER CASE STUDY

“eCMS provides us with the right tools and information, allowing us to make real-time decisions which makes us more competitive while reducing project costs, increasing margins, and delivering jobs on schedule.”

Darryl Shupe  
Vice President of Finance  
BRB Contractors

Furthermore, BRB had no purchasing system in place. “Purchase Orders were manually created using Microsoft Word and then re-keyed into the accounting system and reconciled. Job cost data in the accounting system wasn’t accurate since it didn’t reflect the associated committed cost for materials.”

### Planning and Implementation Process

Darryl began speaking with Computer Guidance customers regarding their deployment of the latest version of eCMS in early 2006. Once Darryl was satisfied that others had successfully deployed eCMS and were seeing measurable benefits, he decided to move forward with eCMS in April, 2006. As part of the planning process, Computer Guidance performed a detailed needs assessment, which was the framework for developing a proposal and project schedule to BRB.

In May 2006, all equipment and software were delivered, installed and configured at the Topeka, Kansas headquarters followed by administrator training. Subsequently, a training environment was established using test data from the production CMS system. In June and July BRB worked with Computer Guidance to set up users and related security on the system. This was followed by end-user training and testing to ensure that the system was fully operational and ready to go live. In August, 2006, the production data was loaded in the system and BRB went live as planned.

Overall, Darryl was very impressed with the implementation process. “The transition was very smooth with Computer Guidance delivering the project on time and on budget.”

### Results

Darryl has seen numerous benefits at BRB now that eCMS is operational. BRB is now able to access real-time data from anywhere, and make immediate and informed decisions.

“With eCMS, we have conservatively seen a 25-30% gain in operational efficiency. We now have project managers and executives using the system to get real-time project cost information, allowing them to make instant decisions. Also, historical job cost data is now immediately available to determine accurate estimates for bidding jobs.

“The project managers and executives can now view information through a very intuitive, easy-to-use browser based interface. Before, they didn’t want to use the system; now we can’t get them off of eCMS.”

He also saw numerous benefits by adding the eCMS Purchasing module. “Since project managers are now able to create purchase orders online, duplicate entry and time-consuming reconciliations between the office and the field have been eliminated. The related committed project cost data is now immediately available in real-time for project managers and executives.”

Darryl has also seen significant gains in equipment utilization. “Through the use of the eCMS Equipment Maintenance module and its preventative maintenance features, we have been able to increase the life of our equipment ranging between 1 to 10 years and eliminate much of the unplanned equipment down time.”

Darryl has also been very impressed with the reporting and forms capabilities of the system. Using Business Objects, tailored custom forms can also be created very easily. “Using eForms, we have been able to eliminate expensive pre-printed forms. Now reports as well as forms can be produced on laser printers, or routed via email or fax directly from eCMS, leading to significant cost savings.”



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“eCMS provides us with the right tools and information, allowing us to make real-time decisions which makes us more competitive while reducing project costs, increasing margins, and delivering jobs on schedule,” stated Darryl.

Darryl feels that the biggest strength of Computer Guidance is its customer support, on which he relies for technical and product support since BRB has no IT Department. “With eCMS and the IBM iSeries platform, we do not have an IT department. One individual in accounting changes backup tapes once a day. There is no database administration required.” He is also very impressed with the stability of the IBM platform.

With the implementation of eCMS and the benefits he has achieved so far, Darryl does not want to stop there. In the future, Darryl would also like to implement the eCMS Imaging, Workflow and Project Collaborator modules.

### About eCMS

Representing the new standard in financial application suites for the construction industry, eCMS blends flexibility, dependability and superior performance. The eCMS browser-based interface allows for maximum accessibility of mission-critical information to those who need it, regardless of location. Combined with core financial applications and integrated productivity tools, real-time information means your business can reduce costs by streamlining complex operations. The functionality and evolution of the eCMS application suite has arisen through listening to our customers and continually striving to exceed their expectations.

### About Computer Guidance Corporation

Computer Guidance, the leading provider of financial accounting, project management, and bidding software, delivers solutions to more than 600 enterprise customers from various construction disciplines.

Computer Guidance delivers the accounting and project management software of choice for 20% of the ENR Top 400 contractors - and it has been voted one of the leading job costing and accounting software applications by the highly-respected CFMA IT Survey. Computer Guidance also provides the ultimate solution for any company seeking flexibility, dependability, and superior performance in an accounting software suite.

For additional information about Computer Guidance, visit our web site at [www.computerguidance.com](http://www.computerguidance.com) or call 1-888-361-4551. Computer Guidance is headquartered in Scottsdale, Arizona.

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