



Ivey Mechanical enhances their performance with the installation of eCMS



Ivey Mechanical Company, LLC

"People You Can Rely On"

"The new browser-based graphical user interface made it extremely easy for project managers, executives, and new users to use the system."

- Luther Burrell
Vice President, Administration and IT

Industry

Mechanical Contractor

Territory

Southeastern United States

The Customer

- Headquarters: Kosciusko, MS
- 1,200 Non-Union Employees
- 200 - 300 projects at one time
- Annual Revenue of \$175M
- 150 service vehicles
- 500 service calls per month

Application: eCMS

- 60 users
- Service Request Processing
- eForms
- Equipment
- Accounts Payable
- Accounts Receivable
- Time & Materials Billing
- Purchasing
- Order Processing
- Payroll
- Job Cost
- Human Resources
- General Ledger

Environment

- IBM iSeries520 1000 CPU
- DB2 Database
- Websphere

The Company

Ivey Mechanical was started out of the back of a pickup truck by Hermit Ivey in 1947 as a residential plumbing and electrical contractor in Kosciusko, MS. Today, Ivey is a \$165 million mechanical contractor with over 1,200 employees. Ivey has 12 business unit offices located throughout the Southeast, including offices in Atlanta GA, Birmingham AL, Fayetteville NC, Jackson MS, Lexington KY, Louisville KY, Kosciusko MS, Nashville TN, Jacksonville, FL, Northern Kentucky/Cincinnati, and Raleigh NC. Ivey is ranked 15th on the ENR Top 600 Specialty Contractor listing.

Approximately 75% of Ivey's work is in plumbing, HVAC and fabrication, while other areas of expertise include controls and medical gas systems. Ivey's diverse experience in projects include health care, industrial, data processing, manufacturing, commercial, environmental, government and military facilities.

Each business unit is staffed with sales, estimating and project management professionals who have complete responsibility for specific Ivey construction projects. The corporate headquarters, located in Kosciusko, MS, administers and maintains all accounting, information and technology, human resources, marketing and payroll for all of the Ivey business units.

The Issues

When Ivey decided to implement Computer Guidance's CMS solution in 1990, there was a definitive need for its strong, detailed and flexible Job Cost module to help manage Ivey's ever-increasing projects requirements and diverse business needs. They also needed a system that could grow with their business. Over the next 10 years, the company grew from \$50 to over \$140 million in annual revenue, with CMS well positioned to help Ivey manage this growth every step of the way.

CUSTOMER CASE STUDY

“Our employees were trained in very little time because the eCMS graphical interface is so easy to use.”

Luther Burrell
VP, Administration & IT
Ivey Mechanical

The easy-to-read graphical user interface, along with such features as configurable preferences, workflow, and eForms, make entering and accessing timely information simple

In 2005, Computer Guidance released the latest version of its financial application suite - eCMS, which represented the new standard in financial application suites for the construction industry. Luther Burrell, the Vice President of Administration and Information Technology at Ivey, was a major proponent of moving to eCMS. “The new browser-based graphical user interface makes it extremely easy for project managers, executives and new employees to use the system. eCMS can deliver real-time access to information from anywhere, allowing instant, yet informed, decision-making.”

Ivey was also very much in need of a solution to help manage its service business which was becoming a more significant and strategic piece of the company. Luther felt that the new capabilities of the service module in eCMS would allow Ivey to effectively manage this fast-growing business segment, which had 5 service locations throughout the Southeast, over 150 service vehicles, and handled over 500 service calls per month.

Planning and Implementation Process

Ivey started planning for their implementation after attending the Computer Guidance Customer Focus event. Ivey consulted with Computer Guidance professionals about their needs and were shown how they could start preparing and testing eCMS at their headquarters in Kosciusko, MS.

Computer Guidance conducted initial on-site training at various Ivey locations along with multiple training sessions hosted over the internet.

System Desc.	Soft Label	Global	Hide	Required	Disabled	Numeric Entry	Default Entry
Crew Group		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
Crew Number		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
Exempt Certified		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
Other Hours		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
Cost Type		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
Distribution Company		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
Distribution Division		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
Employee Class	Class of Employee	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>		
Employee Type		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>		
Equipment Number		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
Job Number	Project	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		A42292
Other Hours Type Code		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
Sub Job Number		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
Union - Work		<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		

Soft Labeling

Data Entry

Tabbing Order

Ivey was the first large multi-location installation and an early adopter of eCMS, which resulted in a close working partnership that has continued to this day.

Luther Burrell had high marks for the implementation. "Our employees were trained in very little time because the eCMS graphical interface is so easy to use. The system is incredibly intuitive; our operations and project personnel can now access data themselves. We cannot say enough about the excellent support we received throughout the entire implementation process".

Results

The system went live on a Thursday, and Ivey successfully processed their 1,200 person payroll on schedule the following Monday. They also processed and wrote A/P checks without missing one payment, and have been able to effectively manage their 5 service locations.

When it came time to train the Project Managers, they were more than willing to access information and enter their own data due to intuitiveness of the browser-based graphical user interface. Training was also greatly simplified because users could be trained remotely over the Internet.

Ivey takes full advantage of the screen preferences (set tabbing order, change field labels, hide/mask fields, set default values, set read only fields, etc.) which allows Ivey to easily configure screens and optimize usage without any programming.

One feature that Ivey utilizes is the ability to generate and easily distribute reports from eCMS via email. This allows anyone with the proper security to distribute reports with a simple click of the mouse, resulting in the right people having the right information to react to business opportunities. Ivey now has 60 concurrent eCMS licensed users accessing the system, from the Accounting, Project Management, IT and Service areas, as well as executives, in the organization.

Ivey has 12 offices, 8 job sites, and 15 mobile users, with a majority running on wireless PC cards from Cingular Wireless. Ivey's main network consists of a primary WAN/LAN running T-1s and DSL for smaller offices. All are tied together over an encrypted VPN. Ivey continues to migrate users and job sites to wireless PC cards as the coverage area rapidly expands.

According to Luther Burrell, "I enjoy working with Computer Guidance. It has truly been a great partnership which allows Ivey to manage more projects and service work than we ever thought possible."

During 2007, Ivey Mechanical plans on implementing the Imaging, Workflow and Digital Archiving components of eCMS.

"eCMS also delivers real-time access to information from anywhere, allowing instant, yet informed, decision-making."

Luther Burrell
VP, Administration & IT
Ivey Mechanical

CUSTOMER CASE STUDY

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. Real time information, combined with core financial applications and integrated productivity tools, 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 or call 1-888-361-4551. Computer Guidance is headquartered in Scottsdale, Arizona.

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