



## Pulice Construction cites CMS as a powerful tool in their decision-making



### Industry

Heavy Highway

### Territory

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

### The Customer

Headquarters: Phoenix, AZ

- 500 employees
- Annual revenue of \$180M
- 500 pieces of equipment and vehicles
- Self perform 65% of work

### Application: CMS

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

### Environment

- IBM iSeries
- DB2 Database

**“We know this information is real-time, accurate, and detailed... and provided seamlessly by the Computer Guidance solution.”**

- Tom Lawless  
Chief Financial Officer

### The Company

Bill Pulice founded William Pulice Concrete Construction in 1956, which initially specialized in the construction of curbs, gutters and sidewalks. During the early years, the company quickly expanded its focus to include grading, paving, structural concrete and Arizona Highway Department (ADOT) work. In 1969, the company incorporated under its current name - Pulice Construction, Inc. During the 1970's, Bill gradually passed over leadership of the company to his son, Ron Pulice. In 1986, Pulice's major focus turned to freeway construction and has continued to this day.

Based in Phoenix, Arizona, Pulice Construction has grown to \$180 million in annual revenue, with a staff of 500 employees and over 500 pieces of equipment. Pulice is prominently recognized as a leader in the Southwest market in both the public and private sectors. As a heavy and highway general engineering contractor and construction management firm, Pulice's project experience includes roadways, freeways, bridges, dams, drainage channels, underground utilities, site development, golf courses, landfills, and automotive test tracks. Pulice self performs approximately 65% of its work including concrete, paving, grading and excavating. Pulice also provides design/build and alternative delivery services.

### Special Awards

- Marvin M. Black Excellence in Partnering Award “Special Recognition” for ADOT project State Route 51 Freeway (Bell Road to Loop 101)
- 2005 AGC Build Arizona Award
- 2005 APWA Public Works Project of the Year



### The Computer Guidance Solution

Since 1999, Pulice has been using the Computer Guidance Corporation solution to effectively manage their demanding accounting, project and job costs needs. Tom Lawless, the Chief Financial Officer at Pulice, is a firm believer in the Computer Guidance system. “The Job Cost features are extremely powerful, providing real-time information to our executives, project managers, and accounting which is critical in our decision-making process. We know that this information is real-time, accurate and detailed from labor, equipment, material, subcontractor information, etc., and is provided seamlessly by the Computer Guidance solution.”

Tom went on to say, “The primary reason we have not needed to increase our accounting staff from 7 during this period of rapid expansion is due to the comprehensive capabilities of the Computer Guidance solution.”

Pulice IT Director Boyd Davies is also a major proponent of the system. “The Computer Guidance solution, which is based on the IBM iSeries platform running DB2, has been extremely reliable, stable, and secure, as well as easy to maintain. As an IT Director, I have limited time and resources to maintain a system; I really am impressed how it has been able to handle our growth. I spend less than 15% of my time maintaining the system. More importantly, we have less than 10 hours of downtime annually, and that is usually related to planned updates.”

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Tom Lawless  
Chief Financial Officer  
Pulice Construction





### Support

Pulice has also experienced excellent support from Computer Guidance. “We have experienced that most of our support calls get answered on the first call,” Davies states. Lawless adds, “It is very important to us that the support staff be knowledgeable about our specific environment and have a relationship with us.”



“We have less than 10 hours of downtime annually, and that is usually related to planned updates.”

Boyd Davies  
IT Director  
Pulice Construction

From left to right:  
Mark Soyster, VP/  
Operations Manager  
Tom Lawless, CFO  
Boyd Davies, IT Director  
on-site at the Loop 202  
and AZ State Route 60  
interchange in Mesa, AZ

### The Future

Pulice plans on rolling out the latest version of eCMS in 2007 to take advantage of the Document Imaging and Workflow modules. This will allow them to share project documents and allow Project Managers to access this information from anywhere. “The graphical user interface of the new eCMS is very appealing for getting our Project Managers to enter information into the system as it runs on a familiar web browser environment,” Lawless states. “Getting our new users trained and the system deployed will be much faster. We will even be able to access the system anywhere that we have wireless air-card internet connectivity.”

## 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](http://www.computerguidance.com) or call 1-888-361-4551. Computer Guidance is headquartered in Scottsdale, Arizona.

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### Superior Accounting and Project Management Software Solutions

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