



## Yonkers Contracting Company turns to eCMS for rock-solid stability

**“eCMS, running on the IBM platform, provides the level of security and reliability we need.”**

- Paul Sehnert  
Controller

### The Company

Yonkers Contracting Company, Inc. is an established New York-based heavy and highway construction organization with the necessary technical, financial, and managerial strength and corporate stability to develop and deliver high quality projects on-time and on-budget.

Since 1946, the company has diversified and developed into a multifaceted organization providing heavy and highway construction, general contracting, and design/build services to both public and private clients throughout the Eastern U.S. Yonkers currently has 700 employees, including 200 managers, and has achieved \$200 million in revenue for 2006.

Yonkers projects include bridges, highways, tunnels, dams, transit, electrification, waste and water treatment, resource recovery facilities, landfills and government, municipal, and private buildings. Some examples of past projects include initiatives at the Brooklyn Bridge, Penn Station, the Long Island Expressway, Grand Central Station and Northern State Parkway.

### The Computer Guidance Solution

In early 2006, Yonkers was using a custom-developed accounting and job cost solution which was clearly not meeting their needs. The desire to replace this solution turned to necessity when they were awarded a \$245 million joint venture project in the spring of 2006. In addition to an accounting/ job costing solution, Yonkers was also looking for fully integrated project management capabilities.



#### Industry

Heavy Highway

#### The Customer

Headquarters: Yonkers, NY

- Incorporated in 1946
- 7 Business Units
- 700 Employees, 200 Managers
- Annual Revenue of \$200M
- Self perform 100% of work
- Customer since 2006

#### Application: eCMS

- 25 users
- 20 Project Collaborator (Future)
- Accounts Payable
- Accounts Receivable
- General Ledger
- Job Cost
- Payroll
- Human Resources
- Business Objects
- Equipment Accounting
- Equipment Maintenance
- Time & Material Billing
- Purchasing
- Order Processing
- Material Requisition

#### Environment

- IBM iSeries 520-7152
- Integrated xSeries
- DB2 Database
- Websphere

#### Awards

Merit Award from OSHA under their Voluntary Protection Program (VPP)

## CUSTOMER CASE STUDY

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Paul Sehnert  
Controller  
Yonkers Contracting

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Yonkers Contracting

After an extensive search to meet these needs, Yonkers' Controller Paul Sehnert made the decision to move forward with Computer Guidance's eCMS, which would provide the comprehensive accounting, job cost and project management functionality required by a diverse and fast growing construction organization. “We needed an accounting system that could handle large amounts of information securely with rock-solid stability. eCMS, running on the IBM platform, provided that level of security and reliability. We were also amazed at how easy it is for our Project Managers to access information through the web-based system, keeping everyone on the same page,” stated Sehnert.

Another reason Yonkers choose eCMS was because it runs on the IBM iSeries platform. The IBM platform has proven stability and a great return on investment due to its low operating costs and minimal downtime. Sehnert notes, “I had worked with Computer Guidance while working for another large construction company and realized Computer Guidance really has a complete and proven package. eCMS also has the best Job Costing module along with Equipment Accounting and Equipment Maintenance required by a large heavy and highway construction organization. The Computer Guidance staff understood our unique requirements and could demonstrate how their solution addressed our issues, while we drilled them with question after question during our evaluation.”

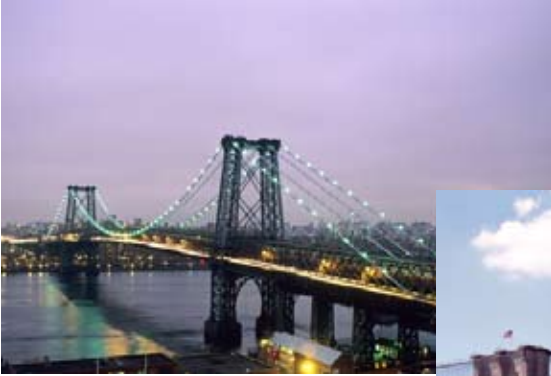
Yonkers now has the ability to access immediate, detailed and precise job cost and accounting information which has resulted in more accurate planning, forecasting and decision making. Since the information is now accessible through an intuitive browser-based graphical user interface, real-time job cost information is easily viewed anywhere by project managers, executives and the accounting staff.



< Long Island Expressway



Grand Central Station >



< Williamsburg Bridge



Brooklyn Bridge >

### Implementation Process

Yonkers required a fast-track implementation after winning the \$245 million joint venture project in the spring of 2006, which was slated to begin in the summer of the same year. The old home-grown solution would not be adequate to meet the demanding requirements of this project. As an additional requirement, the accounting and job cost information needed to be seamlessly shared across both organizations.

Paul, the Yonkers team and Computer Guidance were prepared for a demanding schedule. "Using a project-specific roll-out strategy was a smart approach. Working closely with Computer Guidance, we developed a very detailed implementation plan and schedule and had very strong support from our executive team. We developed very specific goals for the project based on our organizational structure."

Yonkers needed to be up and running quickly, with a proven platform which was also easy to implement & learn. Yonkers went through the fast track seven-week implementation process which included discovery, planning, implementation, training, and go-live. Yonkers attributed much of their success to the excellent support and the knowledgeable implementation team at Computer Guidance.

### The Future

In early 2007, Yonkers plans on rolling out Project Collaborator, eForms, Human Resources and Document Imaging & Workflow.

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## 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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