

S.T. WOOTEN CORP

Performance and Stability Through Dynamic Growth

S.T. WOOTEN HISTORY

S.T. Wooten, Sr. started his business in 1952 working on farm equipment and digging irrigation ponds in North Carolina. By the late 1950s, his business broadened into grading and paving throughout the Southeast. Today, after years of diversification into manufacturing, utilities, structures, and concrete products, S.T. Wooten Corporation consists of eight operating divisions: Asphalt, Commercial, Concrete Products, Equipment, Heavy Grade, Sandhills, Structures, and Utilities. The company's home office is located in Wilson, North Carolina. In addition, there are six district offices, ten asphalt plants, seventeen ready mix concrete plants, and one concrete block manufacturing plant.

Harold Hurdle is the Director of Information Technology at S.T. Wooten Corporation. With Harold's strong technical background and solid understanding of the needs of the business, he has been the focal point for all technology and software in the organization.

eCMS: FINANCIAL AND PROJECT MANAGEMENT SUITE

eCMS utilizes today's web-browser technologies to deliver real-time data about every aspect of your construction enterprise. eCMS has the power of thirty integrated financial and project management applications to offer an ideal blend of flexibility, dependability, and performance. Core financial applications provide real-time visibility giving your company the control to reduce costs and increase efficiencies. Integrated strategic productivity tools maximize the value of information and streamline your complex business operations. By leveraging these tools, such as document imaging, electronic workflow, business intelligence, and more, eCMS provides immediate access to detailed information, ensuring that critical decisions can be made quickly and accurately.

THE IMPACT OF A PARTNERSHIP

Computer Guidance started working with S.T. Wooten Corporation nearly 20 years ago. Harold remembers that he was impressed by this "young company, that was willing to actually listen to and accept the ideas of their customers." S.T. Wooten Corporation has always had a primary focus on the core eCMS applications. "I like all the new bells and whistles, but at the end of the day we need a strong core accounting package. It has got to satisfy the basic needs. We have always had excellent visibility with the system whether it is summarized or tracked down to specific details," Harold remarks. "We can drill down to detailed equipment and labor usage analysis, payroll, quantity available, or other key metrics we need to evaluate in order to run our business at maximum efficiency."

"Even though our business has grown five fold in size, eCMS has always been an extremely solid and flexible tool that has allowed growth. We have not had to add to our accounting staff, despite the dramatic increase in business and employees. We process a payroll of 1,200 employees with the same two members. eCMS has been scalable enough to help us effectively manage over 5,000 customers and 7,500 vendors. We have also had rock solid performance from the system, processing over 75,000 invoices a year," states Harold.

Adding more insight, he goes on to say, "Actively managing twelve remote sites, that each manage, many jobs can put tremendous stresses on our ability to view accurate critical information real-time. CMS has always given us the assurance that we have information that is reliable and consistent.

SAVINGS TO THE BUSINESS

S.T. Wooten Corporation has always taken commitments to their customers seriously, delivering the highest quality and value in the marketplace. CMS plays a critical part: Increasing efficiencies with the most accurate real-time information; driving down cost by having strong visibility into the details and progress of every job; and the robust financial analysis to effectively manage jobs and drive profits.

In closing, Harold says "Even with dramatic growth we have been able to control our internal staff and infrastructure costs to maintain and optimally run our financial systems. CMS has been flexible enough to grow with us over the years so that we have not had to disrupt our operations with costly new systems over the years. We have been able to stay on one system for nearly 20 years; the savings in time, money, and stress are dramatic."

**"...we not only chose the best solution,
but remain with a market leader after all
of these years."**

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