

# Solution Selection Process Case Study



**Company:** Summit Contracting, LLC  
**Industry:** Specialty/Civil Contractor  
**Construction Services:** Environmental Haz-Mat & Remediation Services, Civil Site Development, Infrastructure and Demolition Services  
**Corporate Headquarters:** Evansville, Indiana  
**Territory / Locations:** Primarily in the states of Indiana, Kentucky & Illinois  
**Client Information:** : Since 1999, Summit Contracting, LLC has provided Civil Site Development and Environmental Remediation services in the Midwest.

- Founded in 1999
- Annual Revenue \$25M+
- 100+ Employees

**Software Applications:** eCMS, Account Payable, Accounts Receivable, General Ledger, Payroll, Human Resources Standard, Human Resources Enterprise, Human Resources Self-Service, Job Cost, Order Processing, Time & Material Billing, Equipment Accounting, Equipment Maintenance, Integration Suite, Enterprise Content Management, eForms, Project Collaborator, Business Intelligence and Mobile eCMS  
**Technology Environment:** IBM Power7

**Challenge:** Due to their continued goal of growing the business and expanding into new markets, over the last year Summit Contracting has evaluated their business processes and the technology used to support them. As part of this process, they identified several areas of the business where they faced constant challenges such as payroll processing and handling of union labor, reciprocity among states and general data integrity issues due to disparate solutions from multiple vendors. They also identified areas that would be “nice to have” to support a growing business and streamline internal processes, such as universal employee and vendor files allowing data to be collected once and used throughout the company, comprehensive reporting pulling data from multiple business units into a unified representation of the organization and advanced human resources functionality such as self service capabilities, tracking of skills and certifications and comprehensive performance records and attendance tracking. Finally, they identified several areas of the business that would benefit from the automation of daily processes through the direct capture and assimilation of data into a centralized source and the elimination of manual data entry and the use of spreadsheets.

**Solution:** Having identified the challenges facing them and the concerns they had with their current software, Summit Contracting began the process of searching for an enterprise resource planning solution. At the start of this process, they clearly identified the requirements that they had and the features and functionality that they desired in a solution that could manage their business. With this in hand, they began approaching industry recognized solution providers and evaluating the software that is available. Following the evaluation of multiple solutions, Summit Contracting rapidly narrowed the choice to two preferred vendors, including Computer Guidance Corporation.

**Results:** Summit Contracting engaged Computer Guidance Corporation early in their selection process and worked with a team of professional consultants to complete an in-depth needs analysis which identified many of the challenges already raised and highlighted a few additional areas of concern. Their final decision was made after reviewing the features and functionality of the different solutions and finding the closest fit for their business – Computer Guidance’s eCMS. While much of the functionality is common to several different solution providers, Computer Guidance Corporation stood forth due to the comprehensive feature set including many applications that are not available from the competition. Further, the centralized data storage and integration with several industry-leading software solutions providing a single source of information for reporting and business intelligence greatly simplifying the review and evaluation of company performance and project status guided their decision. Finally, Summit Contracting consulted with several CPA firms used in the course of their regular business and with several trusted business associates who were also customers of Computer Guidance receiving a firm endorsement of their selection and the strength of Computer Guidance’s eCMS enterprise resource planning solution in comparison to the rest of the market.

*“Our decision to purchase Computer Guidance Corporation’s eCMS enterprise resource planning solution was based not just on the functionality that closely matched our needs, but on the capabilities of their employees and the integrity they showed proving them to be the right business partner for years to come.”*  
— Lisa Hancock, VP and General Manager of Finance, Summit Contracting, LLC



Former Emge Plant Fire Remediation  
Ft. Branch, Indiana



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