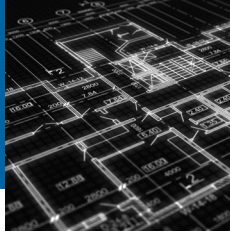


CLIENT CASE STUDY



WIMCO Corporation General Contractor

The Company

WIMCO Corporation, a general contractor based in Washington, North Carolina, has built a reputation as an industry leader through its adoption and utilization of advanced technologies, involved in crane service, steel erection, pile driving and metal building construction, the business uses its strong foundation to support its innovation and expansion.

WIMCO has built a reputation as an industry leader through the utilization of computer technology to assist in managing its business and has been recognized in IBM's professional trade magazine for its exemplary use of construction software. WIMCO's growth is evidenced by being licensed and working in North Carolina, South Carolina, Virginia, West Virginia, Maryland, Delaware and Georgia. WIMCO has also grown to include renovation and design to its already impressive array of construction services. More than 1,600 projects have been completed during WIMCO's long history.

Darlene Moore, WIMCO's Vice President of Finance, has extensive experience in the construction industry, a sound understanding of financial software solutions and their impact on the company's bottom line. She recently offered her thoughts about Computer Guidance eCMS v.3.7.0 solution, and the resulting contribution to WIMCO's successes.

The Challenge

WIMCO Corporation was one of the first clients who implemented eCMS v.3.7.0 from Computer Guidance Corporation. WIMCO Corporation has always taken the approach to be the first in line when it comes to new technologies and has played an active role in guiding and suggesting enhancements to Computer Guidance's solution set.

As WIMCO Corporation expanded into additional geographical locations, they wanted to grow the business without having to add additional resources or overhead. "When we were first introduced to eCMS v.3.7.0, we were encouraged by the browser-based solution, easy-to-use interface and wanted to be the first in line to implement the added functionalities and enhancements to support our growth strategy," said Darlene Moore, Vice President of Finance for WIMCO Corporation.

The challenge for WIMCO Corporation with the earlier CMS version was a multi-step process that was required to navigate through the text-based screens, and users have found the text-based system outdated and less attractive over a browser-based solution.

Challenge

- Finding construction management software to support growth of the business without the need for additional resources or overhead
- Legacy software lacked intuitive and user-friendly interface

Solution

- eCMS v.3.7.0 GUI offers easier navigation
- Workflow rules setup is intuitive allowing constant communication with project managers and accounting staff
- The solution supports daily demands, everything from providing real-time project data to maintaining a high level of subcontract processing

Results

- Ability to see job costs in more detail
- Tremendous improvements in processing speed
- Savings over \$5,000/week in labor cost alone
- Subcontract creation is reduced from days to minutes

Knowing that the new enhancements and advanced applications would be more tightly integrated in the latest version of eCMS, WIMCO Corporation decided to implement v.3.7.0 during its early stages of deployment.

WIMCO Corporation has always taken the leap forward in technology and therefore, they did not hesitate to be one the first ones to implement eCMS v.3.7.0 solution. Further, WIMCO Corporation utilizes almost all applications of eCMS solution suite, including Project Collaborator, Document Imaging/Electronic Workflow, Equipment Maintenance , eForms, Human Resources to list a few.

The Journey

How did WIMCO overcome the “fear factor” that comes with any software transition? Moore answers, “We had complete confidence in Computer Guidance’s knowledge and support to get us up and running on eCMS with minimal complications. Our confidence and comfort was founded on our long-term partnership with Computer Guidance Corporation.” Naturally, WIMCO had to assure the entire organization, the corporate headquarters as well as in the field that this transition would go smoothly.

The Solution

Computer Guidance Corporation has been a trusted solution provider to WIMCO and the organization heavily relies on eCMS day-in and day-out. However, when WIMCO upgraded to the latest version of eCMS, the company reached a whole new level of flexibility, dependability, and performance. “There was no doubt in my mind whether we would utilize the new eCMS,” says Moore. “We always strive to be the best by using some of the latest technologies available. Partnering with a solution provider is just as, if not even more important than, the capabilities of the solution itself. Computer Guidance promptly answers our needs and the solution supports our daily demands - everything from providing real-time project data to maintaining a high level of subcontract processing.”

Strong Productivity Tools

“Timely and accurate communication is the key to a successful relationship between owners, architects, suppliers, subcontractors, and our company.” adds Moore. “By providing such tools as Document Imaging, Electronic Workflow, Business Intelligence, and more, eCMS gives us much more versatility, communication, and control over our critical data and documents. All vital information is submitted through one point of entry, which allows us to quickly route data to the appropriate person. These applications seamlessly integrate allowing multiple people to simultaneously make decisions.”

Just how quick and responsive does eCMS allow you to be? According to Moore, “We can receive an invoice on Monday, have it approved that same day, and get it paid by Tuesday. Now, that’s fast!”



Darlene Moore
VP of Finance
WIMCO Corporation

The Implementation

“Having immediate access to real-time information makes everyone’s job much easier. The ability to approve invoices throughout the month instead of doing it all at month’s end helps our project managers make informed decisions regarding cost overruns”

Important items to keep in mind with any technology implementation are: planning ahead and with great detail, and to over-communicate internally and with the solution provider. Computer Guidance Corporation’s professional services provided detailed project schedules, outlined the required training curriculum and communicated along the way. However, much of the burden is placed internally on staff who needed to work intensely on the project while holding up all their usual obligations and responsibilities. Obtaining employee “buy-in” was never a problem, but it is crucial to set the right expectations and over-communicate throughout the process. WIMCO Corporation frequently communicated the expected benefits from the implementation project, which provided additional “buy-in” and support internally within the organization.

“Training our employees was easier than anticipated,” remarks Moore. “Our employees were trained in very little time, and this is due to eCMS’s user-friendly graphical interface. We were able to explain the newly introduced eCMS productivity tools and the learning curve was minimal. There

was acceptance across all age groups and all experience levels, and the company as a whole is embracing eCMS v.3.7.0 with great enthusiasm.”

The Results

WIMCO saw immediate benefits with the eCMS v.3.7.0 completely remodeled Graphical User Interface. “Everyone at WIMCO appreciated the improved screen layout,” Moore says. “There is far more real estate in the GUI environment versus the green screen. We’re able to see job costs in much more detail and there are tremendous improvements in speed. The workflow rules setup is intuitive and there is constant communication with project managers and accounting staff.”

Darlene notes that Computer Guidance’s estimating application interface with other accounting applications saves time because WIMCO can automatically create and download a job cost file into eCMS in about five seconds and then automatically create a job cost budget in as little as 10 minutes.

The entire budget imports into eCMS exactly as it was bid - and no one has to manually key anything into WIMCO’s accounting system.

“After experiencing more than 35% growth in the last 3 years, by having Project Collaborator, eForms, and Document Imaging/Electronic Workflow applications, WIMCO saves over \$5,000/week in labor cost alone. This figure does not include numerous indirect costs that are associated with human resources and standard overhead. We could never have done it without eCMS.”

WIMCO has enjoyed additional time-saving benefits in other areas. “Before we started utilizing eCMS, the whole process from the time WIMCO was awarded a project to actually writing subcontracts used to take days,” Moore says. “Now it only takes minutes. The new interface frees both project managers and accounting to handle more important duties. Subcontracts are quickly written without having to waste valuable time re-keying.”

WIMCO has experienced the value of having a fully integrated financial accounting suite, and that power is translated into very real financial gains. Moore explains, “With eCMS, WIMCO has reached a level of efficiency that has given them a distinct competitive advantage over their peers.” Moore reinforces this, saying, “I firmly believe that Computer Guidance and their innovative technology deserve much of the credit for our company’s improved productivity. eCMS has been a tremendous time-saver and stress-reducer.”

Client Information

Company:	WIMCO Corporation
Industry:	General Contractor
Construction Services:	Full service general construction for public and private commercial projects
Corporate Headquarters:	Washington, NC
Territory / Locations:	North Carolina, South Carolina, Virginia, West Virginia, Maryland, Delaware and Georgia
Client Information:	Founded in May 1950 Annual Revenue \$50M 60 non-union employees 400-600 invoices processed bi-weekly 60+ paychecks processed bi-weekly
Software Applications:	eCMS, Account Payable, Accounts Receivable, General Ledger, Equipment Maintenance, Human Resources, Payroll, Job Cost, Purchasing, Document Imaging/ Electronic Workflow, eForms, , Time & Materials Billing, , Project Collaborator, Web Intelligence, Integration Suite, 15 eCMS, 19 Project Collaborator users
Technology Environment:	IBM System i 515



ABOUT

Computer Guidance Corporation

Computer Guidance Corporation is the leading developer of financial and project management software solutions for architecture, engineering and construction companies in North America. Computer Guidance has the largest customer representation in the Engineering News Record (ENR) "Top 400 Contractors" and "Top 50 Contractors." Computer Guidance software has been the leading solution among General Contractors with revenue of more than \$250 million and \$100-250 million for the past 12 years, according to the CFMA Information Technology Survey. Since 1981, Computer Guidance has been providing its award-winning construction management software to more than 600 enterprise customers from various commercial construction disciplines. Computer Guidance continues to be ranked "World Class" in customer support excellence by independent IBM surveys over the past 20 years.

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