

# Construction

EXECUTIVE

2011  
HOT  
PRODUCTS

COMPUTER  
GUIDANCE  
CORPORATION

INDUSTRY  
**INNOVATION**  
SHOWCASE  
BY DONALD BERRY





# Integrated Construction Management Solution At Work For You

Computer Guidance's eCMS® Solution For Improved Productivity and Profitability



Without shared access to critical project information and activities, employees cannot visualize the impact of their decisions on the organization as a whole.

Contractors that implement a fully integrated construction management solution empower their employees to make fact-based decisions with access to business-critical information for any

solution built on a centralized database consolidating all business operations and the underlining data into a uniform business environment where users access the system anytime and anywhere. This single database system architecture allows for quicker solution updates and additions of feature-rich applications, specifically designed for the construction industry. "For these reasons, many contractors among the Engineering News-Record Top 50, 400 and 600 Contractors select Computer Guidance Corporation's eCMS solution as the backbone of their

ance customers, the benefit to Howard Shockey & Sons comes from having invaluable project data on hand when and where it is needed thus eliminating unnecessary risks and expenses, while enabling the delivery of high standards of quality and safety. With the budget and staffing cuts resulting from our current economic climate, most project managers are responsible for multiple projects at geographically dispersed locations. "Only with an integrated solution can these projects reach their completion on time and under budget," says Kirk.

**Today's customers demand integrated solutions with advanced functionality to meet the needs of the competitive marketplace.**

- Roger Kirk, President and CEO  
Computer Guidance Corporation

project, resource or asset. With state-of-the-art construction management technology in place, contractors are able to continuously measure their performance, improve their business processes and strategically plan for the future.

## INTEGRATED SOLUTION

Computer Guidance's eCMS Construction Management Solution enables commercial contractors to manage the entire project lifecycle including financials, human capital, equipment, materials, service activities and project performance. eCMS is an Enterprise Resource Planning (ERP)

operations." says Roger Kirk, President and CEO of Computer Guidance Corporation.

## PROJECT MANAGEMENT

"Real-time collaboration among owners, architects, engineers, project managers and back-office support staff is no longer an option," notes Kirk. "It is a necessity."

"Schedules, resources, job costs, change orders, contracts, and project updates are seamlessly managed, documented and communicated among our stakeholders with Computer Guidance's Project Collaborator solution," says Gray Farland, Director of Project Controls for Howard Shockey & Sons.

Like other Computer Guid-

## FINANCIAL MANAGEMENT

Bridging the gap between billings and payments is imperative for contractors to maintain positive cash flow and sustain profitability. Every financial transaction must be precisely managed to avoid unnecessary expenses and risks. In addition, the way and the rate at which contractors recognize revenue can significantly impact their financial statements and their ability to secure surety bonds. eCMS provides an integrated platform for Accounts Payable, Accounts Receivable, General Ledger, Job Cost, Order Processing, Purchasing, Human Resources, Payroll, Equipment Accounting & Maintenance and Time & Material Billing, bringing together all of the contractors

financial transactions in a single location. This allows the contractor to quickly and easily process invoices, reconcile payments and account for expenditures using real-time, accurate information gathered from across the organization.

"An integrated approach to financial management is the only way to navigate through today's fiscal uncertainty and to meet regulatory compliance standards," notes Kirk. "With our eCMS construction management system, contractors are able to account for every dollar spent and received, tracking that dollar back to the individual job and invoice with a level of accuracy not possible with spreadsheets or non-integrated systems."

## HUMAN CAPITAL MANAGEMENT

With the need to minimize expenses and make every dollar count, contractors are compelled to ensure that they are getting all they can from their workforce. A comprehensive Human Resources solution provides a holistic view into a contractor's workforce, including skill set, competencies, performance, compensation, benefits, safety, and other pertinent employee information.

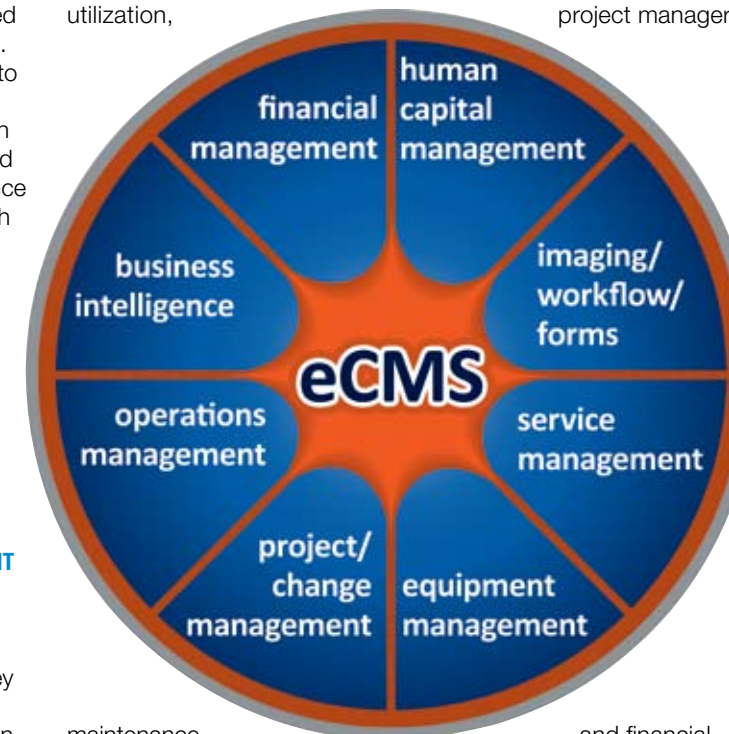
Computer Guidance's highly demanded Self-Service Human Resources application is an important addition to its eCMS application portfolio. As the majority of the construction workforce is mobile, the Self-Service Human Resources application is infinitely more convenient for both employees and back-office staff.

## EQUIPMENT MANAGEMENT

The costs associated with equipment breakdown can create a domino effect that brings about far-reaching revenue challenges for contractors. The Equipment Maintenance application allows contractors to proactively perform preventive maintenance, keeping their fleet in optimum operating utilization

while reducing downtime. "With Computer Guidance's Equipment Accounting, Equipment Maintenance and Job Cost applications, we know exactly the utilization,

based decisions. Cognos and Business Objects applications coupled with Computer Guidance's eCMS construction management solution present construction executives, project managers



maintenance cost and overall profitability for each of our 600 pieces of equipment," says Darryl Shupe, VP of Finance, BRB Contractors.

## SERVICE MANAGEMENT

With continuing pressure on profit margins, specialty contractors opt to streamline their customer-centric business processes for greater productivity by consistently delivering against Service Level Agreements. Customer service remains a key differentiator and contractors continue to embrace a customer-centric approach to preserve market share.

## BUSINESS INTELLIGENCE

The ability to immediately access business critical data is essential for success in today's construction industry. Companies' profitability revolves around having business-critical information on hand to understand performance and make fact-

and financial staff with the opportunity to view and analyze both historical and real-time business information. Both applications provide the discovery of invaluable business information to easily analyze trends and report on past and current performance.

## ADVANCED PRODUCTIVITY TOOLS

Expanding on the core construction management functionality, the eCMS productivity tools provide contractors with additional utilities to automate workflows, manage documents and increase user productivity. "The Document Imaging, Workflow and eForms applications integrate seamlessly to simplify even the most complex business processes by reducing the risk

of human error," says Kyle Riddle, MIS Accountant, Joe Bland Construction L.P.

"Gone are the days when contractors accepted separate solutions that required information to be duplicated between multiple vendors and systems. Today's customers demand integrated solutions with advanced functionality to meet the needs of the competitive marketplace," says Kirk.

## HOSTED SOLUTION

In addition, contractors are embracing innovative technologies at a much faster pace. They want to minimize the risks and expenses associated with IT systems. With this in mind, contractors are more likely to hand over the administration and management of their software solutions to outsourced IT staff in order to focus on their construction business. With Computer Guidance's Hosted eCMS solution, companies can deploy the same feature-rich integrated construction management solution without realizing upfront investment and ongoing management of an IT infrastructure. Contractors subscribe to a pay-as-you-go business model which minimizes cash outlay while driving increased productivity and operational efficiency. This flexibility enhances their ability to sustain profitability.



**COMPUTER GUIDANCE CORPORATION**

Computer Guidance Corporation

15035 N. 75th St.  
Scottsdale, AZ 85260  
USA

Rex Kottkamp  
p: (480) 444-7016

e: rkottkamp@computerguidance.com

www.computerguidance.com



# A Combined Vision, Strategy, and Execution...



Bringing together the past with the future is what the Bridge of the Lions project represents. Thorough planning and explicit construction of unique design elements are managed by a superior construction management solution.

*Richard Cavallaro, Business Unit President, Skanska USA Civil*



Bridge of Lions, St. Augustine, FL

## SKANSKA

With eCMS® Construction Management Software from Computer Guidance Corporation, you're in control of construction costs and project timelines. We take the guess work out of crucial jobsite decisions. With a single system for both financial accounting and project management, you can build a solid foundation for greater profits while delivering superior quality and service. With support from experts who understand your business, Computer Guidance clients bring more projects on schedule and in budget. To stay on top of their business and the competition, the largest representation of ENR Top 400 contractors choose Computer Guidance over any solution. It's an accomplishment we can proudly stand on.

## COMPUTER GUIDANCE CORPORATION

Computer Guidance Corporation  
sales@computerguidance.com  
888.361.4551  
www.computerguidance.com