



“Computer Guidance Corporation applications provide reliable on-time information, enabling us to better meet our customers’ increasing reporting demands. If you cannot do that, you cannot build your business.”



Sterling Boiler & Mechanical Inc.

The Customer

- Specialty Mechanical Contractor
- Headquarters: Evansville, IN
- Invoices per year: 13,000
- Annual Revenues: \$200 million
- Average number of employees: 1,000 (seasonal, union and non-union)
- Weekly number of paychecks: between 1,000 and 2,000

Application: CMS - 49 users

- Accounts Receivable/Billing
- Accounts Payable
- Job Cost
- General Ledger
- Human Resources
- Payroll
- Time and Materials
- Purchasing

Environment:

- Corporate headquarters and various job site locations
- All Job site locations are connected to corporate headquarters via VPN.
- Job site connectivity varies between T1, DSL, cable modem, and cellular wireless card

– Becky Jerls
Accounting & IT Manager,
Sterling Boiler & Mechanical, Inc.

The Company

Sterling Boiler & Mechanical, Inc. is a full service specialty mechanical contractor headquartered in Evansville, Indiana. In business since 1982, the company offers a full array of services and solutions to meet the needs of the power generation and industrial sectors of industry. They offer boilermaker, pipefitting, millwright, structural steel, metal fabrication, machine shop, electrical, refractory, civil, exotic metal and CNC machining services. Sterling Boiler & Mechanical, Inc. (SBMI) is accredited by the American Society of Mechanical Engineers for fabrication and assembly of pressure boilers, pressure vessels, and the fabrication and assembly of pressure piping, and are recognized holders of the ASME Code Symbol Stamps, “S”, “U”, and “PP”. Additionally they are accredited by the National Board of Boiler and Pressure Vessel Inspectors, and hold the National Board “R” Certificate of Authorization to apply the “R” symbol to the repairs of boilers and pressure vessels.

SBMI has been recognized annually for their project and overall safety performance in the execution of the shop and field work it performs, by the National Maintenance Agreements Policy Committee, Inc., the Association of Union Constructors, the Mechanical Contractors Association of America, and the National Association of Construction Boilermaker Employers.

In 2006, with revenues in excess of \$160 million, SBMI was ranked 90th in the Engineering News-Record “Top 600 Specialty Contractors” Listing (October 2007). The Company’s revenues for the 2007 calendar year were in excess of \$200 million serving the Midwest Region and the Eastern United States.

Effortless Conversion

SBMI first used applications from Computer Guidance Corporation in 1999 to replace software that was not Y2K compliant. The old system had the year in two digits, was running on System 36 code, and would not be supported after December 1999.

According to Becky Jerls, SBMI’s Accounting and Information Technology (IT) Manager, the company evaluated systems from Shaker COINS, JD Edwards, Timberline, and a group of users competing to fix their existing CMAS system.

“The main reason we chose Computer Guidance Corporation was because they were able to provide us with a seamless conversion that immediately improved our financial accounting operations,” Becky Jerls explains. “With the CMAS system users were required to write a query for almost every report needed. Computer Guidance’s CMS

CUSTOMER CASE STUDY

Pictures show a small portion of SBMI's versatility in boilermaking, pipefitting, milling, structural steel, metal fabrication, machine shop, electrical, refractory, civil, exotic metal and CNC machining services.



system provided a great number of standard reports which could be used for various reporting requirements.”

Computer Guidance Corporation wrote a program to convert all of SBMI's data from its CMAS system to CMS. This program was significant because it allowed customers using CMAS to move their data over into CMS with detailed transaction information, union data, and tax information. In some cases, it even corrected information from the old system.

“The transition from the old software to the new applications from Computer Guidance Corporation went smoothly,” Jerls recalls. “With the substantial level of detail the new system provided, we didn't need to write a sheaf of reports to get the history out of the old system. Most importantly, it allowed us to concentrate on operations without having to worry about technical details.”

Enhancing Operations

Today, one of the key applications SBMI uses is Accounts Receivable, which — since they average around 250 invoices per week — significantly streamlines their A/R process. The new CMS application facilitates the handling of retention, makes contract tracking much easier, simplifies the reporting of sales by state, provides auto credit memos for invoices which must be voided — but most importantly it *automatically updates CMS Job Costing and CMS General Ledger applications*, all of which were very complex and in some cases even *manual* in the legacy system! The cash receipts portion of the CMS Accounts Receivable application has numerous checks and balances to make sure that not only is the correct amount of cash applied — but also *correctly* applied. It also provides an Aging Report to identify when receivables are due, and to highlight past due items. “We expect the CMS Accounts Receivable application to greatly expedite the reporting of backlogged work,” says Jerls, “as well as improve the accuracy of reporting to the correct job, dollar amounts, etc.”

Jerls notes that the Time and Materials application has already streamlined operations. Before this application was installed, rates and markups went into the old database. To determine how much to bill, the information had to be gathered both from payroll and accounts payable applications and then reentered into the system. With Computer Guidance's Time and Materials, a markup is entered and the application *automatically* gathers information for the date and time specified, then calculates the invoice — eliminating the time and effort it took to gather data and reenter rates and markups. This has brought about a tremendous time savings.

A Host of Benefits

SBMI has realized a host of benefits from Computer Guidance Corporation's solutions. According to Jerls, one result has been improved customer service: “Our customers demand more and more from us all the time. Each customer wants information in a different way and they want it ‘yesterday.’ With our Computer Guidance solutions,



information can be imported to create highly customized reports.”

Computer Guidance Corporation applications even run on SBMI's Virtual Private Network (VPN). The VPN links job sites with the company's six locations in Evansville. The applications offer real-time integration by providing up-to-date information on how any project is progressing, and by instantly comparing actual costs to estimates. On-time job delivery has been enhanced by enabling SBMI to make sure bills are paid in a timely manner. “If our bills aren't paid on time, we can't get materials from vendors,” Jerls says. “Now, we're able to stay current and on top of the materials situation each and every day.”

The applications also allow menu customizations, making it easier for project managers, payroll personnel and accounting personnel to use the system. These menus are tailored to an individual's specific job, acting as yet another level of security. In one typical example, SBMI uses these menus to control who is allowed to print checks. Job site personnel are not permitted to initiate the printing of checks; only headquarters can send checks — via the VPN — to the jobsite printer.

The Payroll application has allowed SBMI to offer direct deposit to its employees, while the Human Resources application is used to automatically calculate matching funds for the company's 401K Plan. By using the Human Resources application, Sterling Boiler & Mechanical was able to eliminate a customized program that required considerable maintenance every year.

Training and Support

Training for the Accounts Receivable and Time and Materials applications took only two days. It not only included examples, but used real-time information for a “test” company so those being trained gained actual hands-on experience. “The training was specifically tailored to our company and used our examples,” says Jerls. “Computer Guidance Corporation's support team is always on call and they readily respond to all of our needs.”

The Future

Computer Guidance Corporation's applications are being used by Sterling Boiler & Mechanical to build its future. As Jerls points out: “Our IT solutions help us provide reliable, on-time information to our customers and bonding companies. We have the ability to better meet our customer's reporting demand, a critical factor in today's competitive environment. If you can not do that effectively, you can not build your business.”

“We chose Computer Guidance Corporation ... because they provided us with a seamless conversion that immediately improved our financial accounting operations.”

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 developed by listening to the needs of 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 or call 1-888-361-4551.

Computer Guidance is headquartered in Scottsdale, Arizona.

Contact Computer Guidance

For more information contact:

Kevin Basso
Marketing Manager
480.444.7000
kbasso@computerguidance.com

Computer Guidance Corporation

15035 North 75th Street
Scottsdale, AZ 85260

1.888.361.4551

www.computerguidance.com

Superior Accounting and Project Management Software Solutions