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Headquarters

Holmdel, N.J.

Industry

General Contractor/Heavy Construction

Territory

New York/New Jersey Metropolitan Area

Staffing and Financial

- 250 (avg.) union and non-union employees
- \$140 million annual revenues

Application Suite

- eCMS 3.6
- 15 users

Applications

- Accounts Payable
- Accounts Receivable
- Purchasing
- Payroll
- Job Cost
- Human Resources
- General Ledger

Environment

IBM iSeries 520 CPU

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– Joseph Patti
Controller, EE Cruz Inc.

EE Cruz and Company History

Founded in 1984 by Edward Cruz, EE Cruz and Company is a general contractor specializing in heavy construction projects in the New York/New Jersey Metro Area. Based in Holmdel, NJ, the company has successfully completed over one billion dollars of infrastructure improvements throughout the region — including highways, bridges, pipelines and foundations. The company employs more than 250 skilled trades workers, managers and support staff. EE Cruz is one of the top 15 contractors in the New York area, according to *Crain’s New York Business* magazine.

Reliability ... Job Cost History

Effective use of information systems has contributed to EE Cruz and Company’s success. A Computer Guidance client since 1998, EE Cruz upgraded to eCMS, Computer Guidance’s financial application suite for the construction industry, in 2005. “We initially selected eCMS for two main reasons: the reliability of the platform, and historical job-cost data,” says Joseph Patti, Controller, EE Cruz and Company.

The IBM iSeries and xSeries servers have provided stable platforms for Computer Guidance solutions for more than 25 years. Strengths of the IBM platform include ease of use, low cost of ownership, capacity — “And,” says Mr. Patti, “very high reliability in terms of data storage.”



West Street/9A project, NYC, NY.
Joint Venture: Tully + EE Cruz

CUSTOMER CASE STUDY

The eCMS job cost system maintains a complete detailed history of transactions on all open and closed jobs. These can be printed in report form or accessed through on-line inquiry. When a closed job is removed, a permanent summary of the cost and income can be saved, and these summary data are useful for estimating future jobs. Mr. Patti explains: "We use the job cost application to track historical data on productivity. This enables us to generate accurate estimates of the costs of labor and materials for similar projects ... and in turn, generate accurate, competitive bids. That's a valuable asset."

Saving Time and Effort

Today, 15 members of the EE Cruz financial and project management teams regularly use the applications of the eCMS financial suite for payroll, HR, accounts payable/receivable, general ledger, job cost and imaging. The financial team uses the payroll system to generate 10,000 paychecks per year on average, and to interface with the bank to make 3,000 direct deposits per year. "We save a lot of effort," says Mr. Patti, "because the system lets us upload this information directly."

With an average of seven active projects under way at any one time, the EE Cruz financial team uses the system to process about 5,000 invoices per year. The volume grew to more than 7,000 in 2007 with the company's \$19.5-million joint venture project for the World Trade Center Transportation Hub.

The financial team is discovering how to get the most out of the eCMS system's features and benefits. Using document imaging, they quickly and easily create electronic records of invoices, documents and other hard-copy information for sharing, storage and control. "The imaging system is a great time-saver for us," Mr. Patti observes. "It allows my staff to scan backup documents for every one of our invoices, and attach these to the input. When a customer or project manager asks for

Below left: Rahway Valley Sewer Treatment Project, Rahway, NJ.

Below right: Rahway Valley Sewer Treatment Project, Rahway, NJ.



information, my staff can quickly call it up on their screens instead of wasting time sifting through files.”

Reporting Innovations

The EE Cruz financial team also uses the eCMS system to generate PDFs of management reports — including payroll and subcontractor status reports — which are sent weekly to project managers via e-mail. “These reports help our project managers track labor costs, pay our subcontractors in a timely way, and organize their requisitions to owners,” Mr. Patti says.

The company’s controller and CFO use these and other reports to manage the business, including the provision of accurate financial reports.

Mr. Patti explains: “One big innovation that I use all the time is a report-writing interface with Business Objects, which lets me condense selected information into concise reports.

“For example, I can download labor details to a spreadsheet and create a table for an owner who wants to review labor costs for a project, or I can import it to a template and create charts and graphs that allow us to track labor expenses against our budget.”

Finally, the system allows the financial team to maintain a high level of productivity. “With the volume of work in the controller’s and accounting offices, eCMS has allowed us to save personnel,” Mr. Patti observes. “Without such a good system, we’d probably need two or three additional people at the administrative level.”



Above: Micropile and Tieback Project, Ground Zero, NYC, NY.
Joint Venture: Nicholson + EE Cruz.

Right: M&E Stations Rehab Project, South Orange, NJ.



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. Combined with core financial applications and integrated productivity tools, this real-time information means your business can cut costs by streamlining complex operations. The functionality of the eCMS application suite has evolved because we at Computer Guidance *listen* to the needs of our customers, and continually strive 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. In addition, 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

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