

IBM Business Partner Computer Guidance takes unique value to the cloud

Using IBM Power Systems to make top-end ERP performance affordable for more of the construction industry

**COMPUTER
GUIDANCE**
CORPORATION

Overview

Challenging times

IBM Business Partner Computer Guidance helps construction companies succeed in today's economy by achieving new levels of efficiency.

Value through the cloud

Deploying its construction ERP software in an IBM cloud, the company made industry-leading performance and reliability accessible to more of the market.

Faster deployments, lower cost

The hosted solution deploys in about half the time of the on-premises version and saves customers up to 30 percent annually.

Solution Components

Software

- IBM® i Operating System
- IBM® Cognos®

Servers

- IBM Power® 720 Express
-

An IBM Premier Business Partner since 1984, Computer Guidance Corporation develops ERP software for the construction industry. The company's flagship product, Computer Guidance eCMS software, is one of the few construction ERP systems based on the IBM i operating system (OS). The solution serves many of the leading commercial construction contractors in the United States, from small and midsize companies to enterprise-level construction firms.

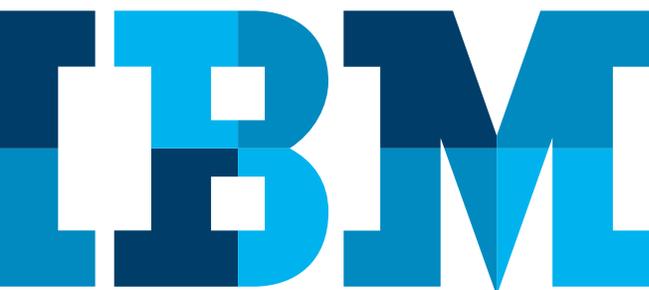
Challenge

In the current economic climate, where construction companies of all sizes need to minimize costs and maximize efficiency, Computer Guidance offers the industry more value than ever. Computer Guidance eCMS software helps customers do more with less; it is a single solution that integrates more than 30 applications for managing nearly every aspect of a construction business, including project scheduling, equipment management, financials and general operations. Computer Guidance also integrates IBM® Cognos® software into the solution, adding analytic capabilities that help contractors make the best decisions for their business.

Computer Guidance recognized that, for small and midsize contractors, it is especially critical to minimize IT costs and focus resources on the business. For that reason, many of these contractors have begun outsourcing IT management. To capitalize on the trend, Computer Guidance wanted to make eCMS software available as a cloud-based service.

Value through the cloud

At two third-party Tier 4 data centers, one in Arizona and one in Georgia, Computer Guidance and its hosting provider installed eCMS software on IBM Power® 720 Express servers. The redundant configuration provides both the performance and the high availability disaster recovery (HADR) capabilities to support the continual



information access demanded by construction contractors. To further assure customers of data security and availability, Computer Guidance invited an independent audit in 2010 that certified the solution according to Statement on Standards for Attestation Engagements No.16 (SSAE 16) requirements.

When Computer Guidance launched its Hosted eCMS service, highlighted at computerguidance.com, the solution became the construction industry's first cloud-based ERP system. According to Mike Bihlmeier, president of Computer Guidance, the move had significant implications in the market. "As the first construction ERP company to go to the cloud, we made top-of-the-line performance and reliability accessible for more of the industry, even small contractors."

By choosing the Hosted eCMS solution, Computer Guidance customers can simply subscribe to the service and pay as they go, with fees reflecting usage rates. The option eliminates up-front investments and ongoing maintenance expenses. It also enables much faster deployment than on-premises software, helping contractors achieve tremendous productivity gains in little time. Users can also flexibly add or subtract applications to keep the eCMS software tailored to the needs of their business. According to Bihlmeier, "The hosted solution provides the same productivity benefits as the on-site software, just faster and more affordably."

Benefits

- Saves customers up to 30 percent on annual solution costs
- Helps enable 50 percent faster deployments than traditional on-premises solutions
- Brings unique scalability, flexibility and savings to market, improving competitive differentiation

For more information

To learn more about IBM Power Systems or IBM i solutions, please contact your IBM marketing representative or IBM Business Partner, or visit the following websites, ibm.com/systems/power and ibm.com/systems/power/software/i



© Copyright IBM Corporation 2013

IBM Corporation
Software Group
Route 100
Somers, NY 10589

Produced in the United States of America
January 2013

IBM, the IBM logo, ibm.com, Power and Cognos are trademarks of International Business Machines Corp., registered in many jurisdictions worldwide. Other product and service names might be trademarks of IBM or other companies. A current list of IBM trademarks is available on the Web at "Copyright and trademark information" at www.ibm.com/legal/copytrade.shtml.

This document is current as of the initial date of publication and may be changed by IBM at any time. Not all offerings are available in every country in which IBM operates.

THE INFORMATION IN THIS DOCUMENT IS PROVIDED "AS IS" WITHOUT ANY WARRANTY, EXPRESS OR IMPLIED, INCLUDING WITHOUT ANY WARRANTIES OF MERCHANTABILITY, FITNESS FOR A PARTICULAR PURPOSE AND ANY WARRANTY OR CONDITION OF NON-INFRINGEMENT. IBM products are warranted according to the terms and conditions of the agreements under which they are provided.

eCMS software and Hosted eCMS software are not IBM products or offerings. eCMS software and Hosted eCMS software are sold or licensed, as the case may be, to users under Computer Guidance's terms and conditions, which are provided with the product or offering. Availability, and any and all warranties, services and support for eCMS software and Hosted eCMS software is the direct responsibility of, and is provided directly to users by, Computer Guidance.



Please Recycle

"As the first construction ERP company to go to the cloud, we made top-of-the-line performance and reliability accessible for more of the industry."

—Mike Bihlmeier, president, Computer Guidance Corporation
