

## eCMS Cloud-Based ERP Software



*“Sometimes a simple shift in roles and responsibilities can have a tremendous impact on your business, and that’s what we experienced in our growing partnership with CGC. We focus on construction and our customers and they do what they do best with eCMS.”*  
—Marty Schaper, CFO, The Sack Company

**Company:** The Sack Company

**Industry:** Specialty Contractor

**Construction Services:** Full service leading specialty and industrial contractor offering construction services in the Electrical, Mechanical/HVAC, and Plumbing trades to commercial, educational, institutional, federal, and healthcare clients. The Sack Company has the in-house ability to perform electrical, electrical controls and instrumentation, mechanical, piping, plumbing, HVAC work, machinery placement and millwright work.

**Corporate Headquarters:** Statesboro, Georgia

**Territory/Locations:** primarily throughout the Southeastern U.S., but will travel more extensively around the U.S. and abroad for our industrial customers.

**Client Information:** H.A. Sack Co., Inc. was founded in 1945 by Harry Allen Sack Sr. and served the Southeastern Georgia area. The company has grown over the years and in 2015 H.A. Sack Company and SCM, Inc. merged together all divisions and departments of the company and began operating under one name, The Sack Company.

**Software Applications:**

eCMS, Account Payable, Accounts Receivable, General Ledger, Job Cost, Content Management, Workflows, Business Intelligence, Time and Material Billing, Purchasing, Archival, Human Resources, HRSS, Service Management, Equipment Accounting, Equipment Maintenance, Project Collaborator, Mobile eCMS

**Technology Environment:**

Cloud / Managed Hosting

**Challenge:** The Sack Company had been using a construction ERP solution for all of their financial and project cost reporting needs. Initially, this solution worked well for achieving basic daily tasks, however, the software became outdated and the system was labor-intensive to maintain. More importantly, as time went on, the functionality of the ERP began to lag behind business demands. What was once a good fit no longer supported the company’s growth or objectives.

As a result, The Sack Company began the search for an update that would reduce manual processes and IT expenses, while providing more advanced functionality for end users and real-time disaster recovery to safeguard the organization. One major focus area was to find a solution that would allow the company to move away from an onsite, on-premise ERP, eliminating the need to purchase new hardware while simultaneously eradicating the IT time and costs required to perform system maintenance, upgrades, back-ups and after-hours management.

The Sack Company’s second area of focus was to bring more visibility into the company’s performance by delivering business intelligence functionality and on-demand data access to all users. The organization knew that in order to remain a market leader, employees at all levels of the company—from the jobsite to the office—needed convenient access to cost accounting, job profitability, overall revenue and the full spectrum of project-based data versus the one-sided expense management information provided by traditional ERPs.

**Solution:** The Sack Company evaluated a number of ERP systems and determined that **Hosted eCMS** from Computer Guidance Corporation was the ideal solution to achieve their goals. The CGC team worked hand in hand with The Sack Company to ensure the implementation was on time and on budget, including flawless data conversion and a seamless user experience. Today, Hosted eCMS provides on-demand access to all ERP applications through web-based technology. And, regardless of user location, The Sack Company employees can access the system to perform their tasks most efficiently. *(continued on the next page)*

**Results:**

- Several thousands of dollars of one-time savings by eliminating need to purchase new ERP hardware
- Several thousands of dollars of savings by eliminating the need to install and setup the onsite server
- An estimated \$16,425 annual savings of 1 hour per day of IT time conducting back-ups
- An estimated annual savings of \$2,700 (3-5 hours per month performing updates and upgrades)
- An estimated annual savings of \$5,000 eliminating tape drives and archival
- Several thousands of dollars of by eliminating disaster recovery plan automatically provided by Hosted eCMS solution
- Reallocation of resources to focus on the business not on IT
- Real-time, on-demand access to data and processes through browser-based interface & cloud ERP
- Creation of integrated business continuity plan

## eCMS Cloud-Based ERP Software

*“The transition from on-premise to cloud-based eCMS was seamless. The implementation was on time and budget, and eCMS delivered a significant improvement to our business and business processes. The savings and productivity enhancements are clear—we feel it from the executive team to the jobsite.”* —Marty Schaper, CFO, The Sack Company

**Solution:** Today, Hosted eCMS provides on-demand access to all ERP applications through web-based technology. And, regardless of user location, The Sack Company employees can access the system to perform their tasks most efficiently.

Hosted eCMS also eliminates onsite hardware maintenance and management, allowing the The Sack Company’s IT team to focus on the business and not on maintaining the ERP or supporting infrastructure.

Hosted eCMS allowed The Sack Company to heighten their focus on the construction business. They realized that they shouldn’t be managing technology with a massive IT staff and infrastructure. Rather, they needed self-sufficient employees who could easily interact with ERP data and systems to respond faster to their ever-changing industry. The Cloud provided a space to share and grow without the confinement of a traditional localized system. By providing The Sack Company team members with access instead of “anchors”, the organization could reach new heights for their clients and themselves.

The new CGC solution provides The Sack Company with reliability and scalability without worry. Hosted eCMS delivers an enterprise-wide solution through the web under tight security. It is easy to use, easy to implement and easy to maintain over time. Hardware costs are eliminated and software updates occur as the business demands and without The Sack Company’s involvement.

**Lesson Learned:** Hurricane Michael hit the southern part of the United States this year and The Sack Company’s Dublin, Georgia office was burned to the ground. A nearby electrical transformer caught fire and spread to their 2,500 sq ft facility and regional office. Although this location was not their headquarters, it housed their disaster recovery server, but because this unfortunate accident happened after their successful migration to Hosted eCMS the company’s data was saved. This incident reaffirmed The Sack Company’s decision to move their ERP to the Cloud and let the solution provider maintain and manage both their production ERP as well as their Disaster Recovery system.



Ohoopsee Match Club, Cobbtown, GA



Manufacturing Plant, Black Creek, GA



888.361.4551

[www.computerguidance.com](http://www.computerguidance.com)