

Project Collaboration & Subcontract Management

driven by eCMS Construction ERP Solution

“Our use of Computer Guidance Corporation’s enterprise-class ERP solution suite (eCMS) has allowed WIMCO to reach the level of flexibility and scalability that our business requires. Our productivity and operational efficiency has increased significantly since the implementation of eCMS, which is our one-stop shop for all things financial and project related. Having full access to accurate information anytime and anywhere for intelligent decision-making and effective communication would not be possible without Computer Guidance Corporation.”

— Darlene Moore, Executive Vice President, Secretary and Treasurer, WIMCO Corp.

Company: WIMCO Corp.
Industry: General Contractor
Construction Services: Design, Build, Remodel, Construction Management
Corporate Headquarters: Washington, NC
Territory / Locations: North Carolina, South Carolina, Virginia, Maryland, Delaware, Georgia, Tennessee, Alabama, Louisiana, Mississippi, and Florida
Client Information: WIMCO Corp has built a reputation as an industry leader through its adoption and utilization of advanced technologies to support its commercial building construction of schools, churches, shopping centers, grocery and drug stores, retail shops, movie theaters, medical facilities, and office buildings. WIMCO, a family business, has completed over 2,000 projects.

- Founded in 1950
- 65 employees
- Bi-weekly payroll processing for 65
- 300-500 invoices per month

Software Applications: eCMS, Accounts Payable, Accounts Receivable, General Ledger, Purchasing, Equipment Accounting, Job Cost, Payroll, eForms, Business Intelligence and Analytics, Enterprise Content Management, Project Collaborator, Time & Material, Human Resources, Human Resources Self Service, eCMS Connect for Comdata, and Integration Suite
Technology Environment: Cloud-based, Hosted eCMS

Challenge: WIMCO was selected by a popular retailer to be their “go-to” general contractor for a nationwide renovation program. During the first year, we completed 62 projects, each with 10 - 12 subcontractors and subsequent agreements. While it was huge step forward for our firm, managing so many projects in such a short amount of time also had a huge impact on our project management and administrative resources, as well as our insurance tracking and imaging processes.

As subcontractors were awarded projects, they would get separate subcontract agreements for each or, if they were working under a master subcontract agreement, they would get separate work orders for each project. This was very labor intensive for the Project Manager of the program, who spent countless hours creating, generating, and distributing these documents via email. This process, in turn, impacted the Admins because they would have to import all of the separate agreements into Imaging for association to the individual projects. They would have to obtain separate insurance certificates to be entered into the system as required documents. Considering the number of subcontractors, projects and documents, the program was both a blessing and a burden during the first year.

Because of the success we generated in the initial 12 months, WIMCO Corp was awarded another 90 renovation projects for year two. Prior to the rollout of the second iteration of the program, we met with our insurance carrier, legal counsel and technology partner, Computer Guidance Corporation, to assess the program and its many processes, and to collectively arrive at a solution.

Solution: WIMCO Corp had the idea of creating a multi-project work order form, then it was up to our attorney to prepare the legal language, our insurance carrier to approve our request to allow subcontractors to provide a “blanket” insurance certificate that would cover them on all of their projects, and Computer Guidance Corporation to deliver the technology that would support our new documentation and workflow.

eCMS offers Subcontract Processing with easily customizable eForms templates. So, WIMCO implemented a number of ERP modules, including Core Financial Applications, Subcontract Management, Project Collaborator, eForms and Enterprise Content Management. At the end of the day, the new workflow was streamlined to meet our specific business needs.

(details on next page)

Results:

| | # of projects | # of subs | subcontract count | time to create and distribute | total minutes | # of hours | # of weeks |
|-------------------|---------------|-----------|-------------------|-------------------------------|---------------|------------|------------|
| Before Automation | 90 | 4 | 360 | 10 min | 3,600 | 60 | 1.5 |
| After Automation | 90 | 4 | 14.4* | 20 min | 288 | 4.8 | 0.12 |

*(*new process)*

(additional details on next page)



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“Specifically, leveraging the power and flexibility of CGC’s eCMS ERP and Project Collaborator applications, WIMCO Corp was able to save 55.20 hours of data entry and processing time, \$6,500 dollars of overhead costs in one year on this one multi-project work orders program. The Project Manager was also able to set his sights almost immediately on managing the job and making sure that the materials arrived on time and that the projects ran smoothly so they could finish on time and within budget.”

— Darlene Moore, Executive Vice President, Secretary and Treasurer, WIMCO Corp.

Solution:

At the end of the day, the new workflow was streamlined as follows.

- Multi-project job number created in eCMS
- Job Cost segment created with “Multi-Scope” description
- New job cost master record added to the multi-project job
- Project Manager used new multi-project job number to write one work order agreement, including:
 - Separate contract item # for each project
 - Each contract line item included one project name and location in the description field, “Multi-Scope” cost distribution and subcontract amount
- Project Manager generated eForms work-order template from ERP system containing one line of detail for each project
- Project Manager emailed one document to subcontractor for signature and return
- With fully executed document, Admin would:
 - Return copy to subcontractor for recordkeeping purposes
 - Use Copy Subcontract feature in A/P Subcontract processing to copy multi-project work order subcontract record into each individual project
 - Add correct coding, description of work and subcontract value

Instead of having to write 1,000 subcontract agreements in year two, the Project Manager wrote less than 40 multi-project work orders for the entire program, and the new workflow freed up key members of the WIMCO Corp team to focus on more critical tasks.

Results:

On this one multi-project work order program, WIMCO saved:

- Time Saved = 55.20 hours saved
 - 1/2 Day instead of 7 1/2 days
 - 4.8 hours instead of 60.00
- Overhead Cost Savings (Postage, Labor, Office supplies) = \$6,500
- More efficient use of PM’s time = Priceless
- PM was able to, almost immediately, set his sights on managing the job; making sure materials arrived on schedule and that the projects ran smoothly so they could finish on time and within budget.



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