

# eCMS Connect for VisionLink Application Case Study



*"With Computer Guidance's eCMS, Cat Product Link and VisionLink, we have the necessary tools to optimize our equipment utilization and reduce unnecessary equipment related expenses. We are saving thousands through doubling the scheduled usage of equipment while reducing idle time, fuel waste and rental expenses." — John Clancy, Director of IT, Cold Spring Construction Company*

**Company:** Cold Spring Construction Company

**Industry:** Heavy Highway/Civil

**Construction Services:** Full service Heavy Highway contractor specializing in excavation and paving

**Corporate Headquarters:** Akron, NY

**Territory / Locations:** Pennsylvania and New York

**Client Information:** Cold Spring is a family-owned civil/heavy highway contractor based in Akron, New York. Cold Spring self-performs most of its federal and state work with 150-160 employees. The heavy highway/civil contractor engages in site preparation and construction of roads, bridges, airports and landfills.

- Founded in 1911
- Annual Revenue \$60M+
- 160 Employees
- # of Owned Equipment: 640
- # of Rented Equipment: 20-30
- # of Equipment Monitored: 640

## Software Applications:

eCMS, Accounts Payable, Accounts Receivable, Equipment Accounting, Equipment Maintenance, General Ledger, Human Resources, Job Cost, Order Processing, Payroll, Purchasing, Business Intelligence, eCMS Connect for VisionLink, and Cat Product Link and VisionLink powered by Trimble

## Technology Environment:

IBM System i

**Challenge:** For any contractor with a high utilization of equipment, the cost of relocating, running and maintaining the equipment is a necessary expenditure that can severely impact the profitability of a job. The primary challenge becomes optimizing the utilization and reducing idle time on equipment in order to minimize fuel waste and other unnecessary expenses. This is further compounded when taking into account both scheduled and unscheduled maintenance that is required for the equipment and the down-time that this creates. Equipment must be kept at peak performance to maximize its profitability, increase its life span and minimize unforeseen maintenance expenses. These expenses can be sent further out of control when renting equipment to supplement those already in the fleet or to stand in for equipment that is down for maintenance or otherwise unavailable where and when needed. With rental equipment, it is necessary to ensure that it is being used effectively to maximize the benefits of the expense and not just sitting idle at the job site. During his 38 years of experience in the construction industry, Richard Forrestel, Jr., Treasurer of Cold Spring Construction Company, has seen it all: "We can be spending thousands of dollars renting a roller while one in our fleet sits idle at another job site costing us hundreds of dollars an hour due to an unexpected breakdown." An effective technology solution pulls the information on equipment utilization, expense, maintenance together with project requirements, timeline and costs to provide an efficient tool for managing equipment and making decisions that reduce waste and lost productivity.

**Solution:** For Cold Spring Construction Company, the solution came from the integration of the VisionLink® powered by Trimble web-based equipment management application with Computer Guidance's eCMS construction enterprise resource planning solution. John Clancy, Director of IT, tested and implemented Cat® Product Link™ and VisionLink powered by Trimble for Cold Spring Construction. The Product Link on-board telematics provided a tool to track utilization and idle time using actual data automatically captured from the field adding a necessary layer of objectivity to Cold Spring's equipment related decision making capabilities. With the integration provided by Computer Guidance's eCMS Connect for VisionLink, this data is now captured directly into eCMS where it is combined with Job Cost and Equipment Maintenance data to provide a complete picture of Equipment Cost, allow for billing on actual usage and support decisions on whether to buy, lease or rent new equipment. Data passed from eCMS into VisionLink further supports accurate scheduling and tracking of maintenance to support on the fly decision making with reliable, objective information. When used together, these solutions have resulted in increased efficiency, improved utilization rates and reduced overall expense on unscheduled down time and unnecessary equipment rentals.

## Results:

- 7-10% idle time reduction across the fleet on an annual basis (eliminated the most egregious situations early on where idle time reduction was up to 60%)
- 20% savings have been realized by reducing idle time at remote mining operations, much of fuel savings can vary based on the type of operation
- Reduced operating costs by fuel savings and by extending service intervals
- 10-15% extension of the life of the asset by reducing non-production idle time resulting in reduced wear on components
- 40% savings are estimated in preventive and corrective maintenance costs on an annual basis due to extending service with actual meter readings that yields to minimized corrective maintenance, and due to receiving severity level data alerts that provide the ability to avoid major component failures



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