

Case Study

eCMS v.4.1 Cloud ERP



THE COMPANY

For more than 75 years, **Alcorn Fence Company** has been involved in constructing roads and bridges in Southern California. It is recognized as a pioneer in the installation and development of metal beam guard rails that line most of California's highways and freeways. The company also provides fencing, security, warehouse and other solutions for commercial and industrial contractors and property owners looking to improve security, safety and property value.

Alcorn Fence Company is known for custom fabricating chain link fences and ornamental iron for parking garages, basements, decorative fencing, cooling tower protection, generator cages and trash gates. The company has installed security fencing and products government and municipal facilities across California, including pump stations, sewer treatment plants, airports, penitentiaries, police stations, dams and military bases.

OVERVIEW

Company Name: Alcorn Fence Company

Headquarters: Sun Valley, CA

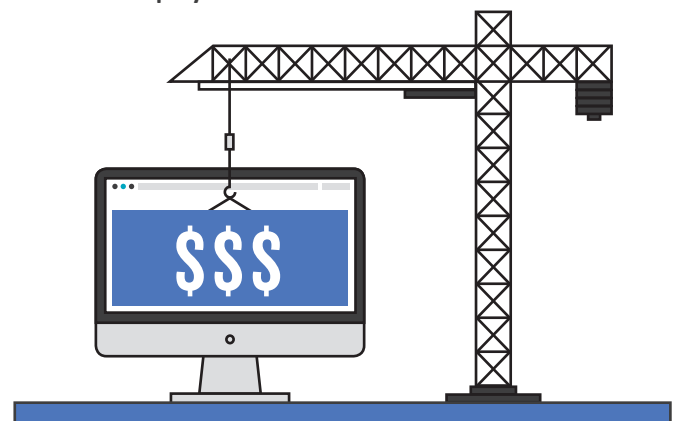
Industry: Specialty Construction

Construction Services: Roads & Bridges Construction, Fencing, Security and Warehouse Solutions

Territory / Locations: Orange County, Riverside and Sun Valley Offices

Annual Revenues: \$25-50 Million

of Employees: 200+





CHALLENGES

Alcorn Fence Company has been the leader of highway and bridge construction fencing and security solutions for Southern California for over five decades. The company is known for delivering on time, on budget and providing innovative solutions meeting clients' unique needs. The organization has been utilizing Computer Guidance's eCMS solution since 2000 for their accounting, finance, payroll and equipment management needs. Due to organic growth and increased reporting requirements for jobs in the public sector, the organization needed additional functionality and automation that would come with an upgrade to CGC's latest eCMS ERP or the move to another platform altogether. To assist in their decision making, the following four problem areas were analyzed.

- Performing public works in the state of California mandates reporting and compliance requirements related to prevailing wages, apprenticeships and certified payroll. This forced Alcorn Fence Company to spend a significant amount of manual time pulling data, running reports in third-party business intelligence tools, exporting data to spreadsheets, reformatting information and submitting files.
- Access to business-critical data was limited and on-demand reporting of job costs, field labor segmented per project, open POs per warehouse and location, and similar information were taking up too much time because of separate reporting tools and applications that required unique data writing expertise and technical knowledge.
- Alcorn Fence Company needed to have all project information, including costs, invoices and status electronically available to office teams, estimators and project managers in the field so they could control costs, make real-time decisions and plan ahead.
- The IT department was spending a lot of time and money on mandatory system updates and older, on-site infrastructure that needed constant attention. In addition, with an on-premise ERP solution, the contractor was required to have in-house expertise to back-up critical data, monitor disaster recovery scenarios and perform routine maintenance.

SOLUTION

Alcorn Fence worked with Computer Guidance Corporation to review these challenges and decided to implement a cloud-based deployment of eCMS v.4.1 ERP solution.

The company placed the management, maintenance and upkeep of their ERP solution into the hands of CGC experts and began spending time on implementing ERP functionality that would allow them to solve their business issues, gain productivity, eliminate paper-based processes and data, and bring new efficiencies across the enterprise.

In addition to moving to the hosted platform, Alcorn Fence Company implemented CGC's embedded IDI Reporting functionality which allowed them to step away from a third-party silo reporting application that required unique expertise. With eCMS v.4.1 Interactive Data Inquiry (IDI) functionality, Alcorn Fence Company can create custom views, reports and launchpads, and share information securely and on demand. Since IDI is part of the ERP solution, data pulls are instantaneous, saving significant time. And, because the tool is user-friendly, any employee can create their own views for immediate access to information per their area of responsibility. Office and field personnel now had faster access to job cost (labor and material) information, open PO status and amounts, field labor information (last time worked) per project and location, payroll information and more.

Certified payroll reports matching government requirements were created within eCMS using the IDI functionality and an XML export and upload process was established on the government portal that saved tremendous time and effort on a weekly basis. What used to take 2-5 hours per week is now performed in virtually real-time through the automated Certified Payroll process.

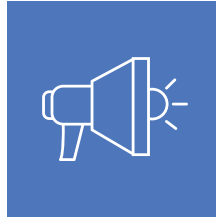
Previously, 98% of Alcorn Fence Company's reports were printed and most A/P invoices were processed manually. After implementing eCMS v.4.1 ECM, all reports are now electronic, saving a lot of paper. Entry and routing of A/P invoice images for approval are done digitally and information posting into eCMS is automated. Further, key project documents and forms are attached to master file records throughout eCMS so employees in the field and office to have access to data in real time.



RESULTS

Benefits of Content Management and Business Intelligence Functionality

- Employees will no longer engage in labor-intensive and time-consuming manual processes
- Reduction of paper/paper-driven workflows reduce costs and facilitate smarter business practices
- Improved visibility into company performance improves decision-making and responses
- Increase accuracy and speed have improved customer and vendor services



“The shift from paper-based manual processes to streamlined digital workflows has been tremendous both in terms of savings and productivity. With eCMS, we provide better service to our vendor partners and customers, all while delivering fantastic finished projects more efficiently.”

Oscar Mancilla
Chief Financial Officer
Alcorn Fence Company

Benefits of Moving to the Cloud

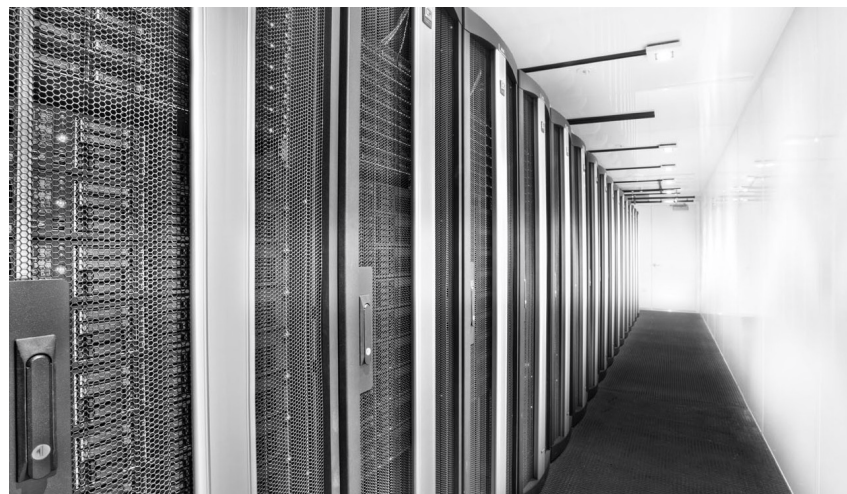
- Affordable – Cloud-based ERPs have no upfront infrastructure costs and usage payments are treated as operating expenses
- Predictable – Standard monthly payments cover licenses, upgrades, support and daily back-ups
- Worry-free – Hosted solutions eliminate ongoing maintenance and updates by employees
- Secure – Data centers employ more advanced security and disaster recovery measures
- Deployable – updates/upgrades are done quickly via Internet
- Scalable – flexibility meets demand with pay-as-you-go model
- Efficient – High energy costs associated with servers and systems are eliminated
- Continuity – Disaster recovery and business continuity are managed by the service provider



eCMS APPLICATIONS

Accounts Payable, Accounts Receivable, General Ledger, Job Cost, Human Resources, Payroll, Equipment Accounting, Equipment Maintenance, Purchasing, Bill of Materials, Order Processing, Material Requisition, Time & Material Billing, Content Management & Workflow Business Intelligence & Analytics, and Integration Suite

Technology Environment:
Hosted Cloud Deployment





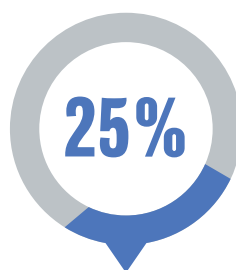
SAVINGS

- ❑ Certified Payroll Processing - \$11,700 annually
- ❑ IDI Views and Reporting - \$9,360 annually
- ❑ \$35,000 savings annually with automated AP invoice approval and elimination of weekly reports
- ❑ ~\$25,000 savings by eliminating purchase of new ERP hardware (one-time savings)
- ❑ ~\$11,000 savings by eliminating installation and setup of on-site server (one-time savings)
- ❑ Elimination of 1 hour per day of IT time conducting back-ups - \$16,425 annually
- ❑ Elimination of 3-5 hours per month performing updates and upgrades - \$2,700 annually
- ❑ Elimination of tape drives and archival - \$5,000 annually
- ❑ Elimination of disaster recovery plan through Hosted eCMS - \$15,000 annually
- ❑ Reallocation of resources to focus on the construction business
- ❑ Creation of integrated business continuity plan

\$95,185+ /year

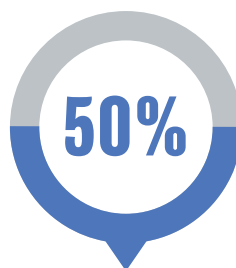
Total Estimated Annual Savings - \$95,185
(without hardware price and installation expense)

(all saving amounts calculated as \$45 per hour)
(all print savings are calculated per \$0.5-0.8 / b&w page and \$0.12-0.15 / color page)



PRODUCTIVITY GAINS

productivity gains in AP invoice approval and elimination of weekly reports.



TIME SAVINGS

IT personnel time savings by eliminating the need to perform daily system back-ups, monitor and maintain on-premise system performance, and assist or perform system updates and occasionally system upgrades.



"Gone are the days—and more importantly the nights and weekends—of on-site server maintenance, software/hardware updates and customized report building. Hosted eCMS ERP has put our focus back on supporting our construction business with simplified, cloud-based access to business-critical information across the company."

Sharon McKendrick
Assistant Secretary & EEO Officer
Alcorn Fence Company