

# Cloud, Hosted eCMS Case Study



**Company:** BRB Contractors, Inc.

**Industry:** General / Heavy Highway Contractor

**Construction Services:** General contractor working primarily in heavy civil engineering projects such as water and wastewater treatment plants, water and sewer lines, force mains, pumping stations, biling, shoring and gas lines.

**Corporate Headquarters:** Topeka, Kansas

**Territory / Locations:** licensed in 18 states

**Client Information:** BRB Contractors is a general contractor which self-performs the majority of the work on its projects, allowing for greater control of the schedule and quality of the work on those projects. The company also owns and maintains a multi-million dollar fleet of construction equipment, which makes up the majority of the construction equipment used on its projects, driving added flexibility and cost control.

- Founded in 1959
- Annual Revenue \$50 million
- 120 employees
- 600 pieces of equipment
- 120 payroll checks processed per week
- 300-400 invoices processed per week

**Software Applications:** eCMS, Accounts Payable, Accounts Receivable, General Ledger, Purchasing, Equipment Accounting, Equipment Maintenance, Job Cost, Human Resources, Payroll, eForms, Business Intelligence and Analytics, Enterprise Content Management

**Technology Environment:** Hosted eCMS

*"Things have gone very smoothly for us, including the year-end filing since we moved to the hosted, cloud-based environment. There have been a lot less headaches for me these past 12 months not having to install OS updates, software fix packs and not having to perform system backups each night. I am loving it."*

— Kathy Laird, Accountant, BRB Contractors, Inc.

**Challenge:** Over time, BRB Contractors found itself face to face with the challenge of bringing onboard new technologies for their business while still ensuring fluidity of their operations. BRB Contractors needed to better manage their technology infrastructure without on-site dedicated IT resources and in-house IT expertise to supply ongoing management and maintenance of these solutions. The company's accounting department had priorities outside of updating OS levels, ERP release levels and service packs. And, BRB lacked an all-encompassing business continuity plan for its infrastructure. Each evening, back-up tapes were created by the accounting team and hauled to an off-site location.

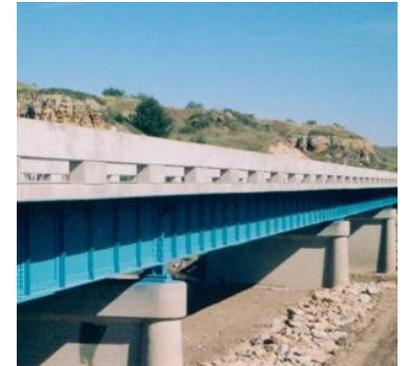
A handshake agreement was the only lifeline allowing BRB to offload its ERP system to the platform of a local CPA firm while a new system would be put in place should theirs fail. It was time to find a solution that required less time, effort and money to maintain while leveraging innovative and progressive functionality that the marketplace demands. BRB Contractors decided to look into cloud-based systems.

That decision quickly proved to be appropriate as they experienced an IT infrastructure failure. Just a few days into the testing phase of the hosted, cloud-based implementation project, BRB's hardware system failed and brought company operations to a grinding halt as well as raised fears of critical data loss, which could pose a lengthy interruption to business continuity.

**Solution:** Computer Guidance migrated BRB Contractors to the latest ERP release of eCMS v.4.0 located in the cloud. Hosted eCMS eliminated unnecessary hardware expenses and also mitigated the time and effort required for an implementation that would have been migrated and upgraded anyway. The shift brought BRB Contractors a business continuity plan that included full disaster recovery with managed hosting services for 24/7 monitoring and maintenance. And, the entire implementation of the Hosted eCMS solution for BRB Contractors took less than one week, including the recovery and restoration of all critical data. Within that time, the company was able to reengage pre-established and standardized business processes, and become familiar with enhancements and new applications that eCMS v.4.0 had to offer.

**Results:**

- Reduced administrative staff by a single headcount
- Eliminated the maintenance and management costs associated with an on-premise ERP
- Saved thousands of dollars by not purchasing new hardware for ERP upgrade
- Gained 10-15% more productivity because they could forgo previously scheduled hardware maintenance that would occur during regular business hours
- Saved several thousand dollars by not needing to purchase a disaster recovery service program because of its inclusion in the cloud-based solution



Bridge, Russell, Kansas



Clarifier System, Topeka, Kansas

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