

Case Study

eCMS Cloud Construction ERP Selection & Implementation



THE COMPANY

Byrne & Jones Construction is a commercial contractor focused on asphalt paving and concrete work for outdoor sport facilities, sport fields and more. What began as Robert Byrne's summer job has grown into the largest commercial asphalt paving contractor in St. Louis, with offices in Illinois, Ohio, Nebraska and Missouri. In 1976, Bob sealed his first driveway and steadily grew the business each summer until his college graduation at which point he decided to devote all his energy and resources to growing the business the right way—working to assure the satisfaction of each and every client. Residential paving jobs soon shifted to commercial projects for property managers, churches, private schools and apartment complexes. In turn, that led to expansion into site construction where Byrne & Jones acts as a turnkey contractor for all things asphalt and concrete.

OVERVIEW

Company Name: Byrne & Jones Construction

Headquarters: St. Louis, MO

Industry: General and Specialty Contractor

Construction Services: Asphalt Paving, Maintenance, Concrete Work, and Sports Design & Build

Territory/Locations: Offices in Illinois, Ohio, Missouri and Nebraska, servicing the Midwest





CHALLENGES

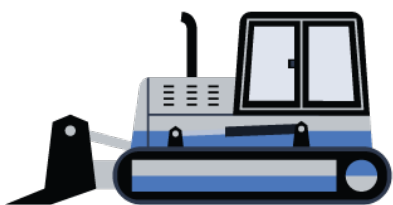
Byrne & Jones was utilizing a legacy system for its accounting that lacked key functionality and modern technology, as well as scalability, reliability and dynamic deployment options.

The contractor was looking for an integrated approach to both the financial activities of the office team and the field operations of job site personnel. The former accounting system did not allow access from the field, preventing project managers from viewing job-related information and managing activities in an efficient or digital manner.

The accounting team needed company-wide visibility into all entity and department performance as well as reporting on all variables, which was difficult to accomplish or manage under their existing circumstances and infrastructure. The ability to deliver real-time, accurate reports on demand was nearly impossible without labor-intensive manual data crunching, Microsoft Excel formatting and manual distribution. In addition, allowing employee access to view data within the old system was a security challenge, resulting in lack of visibility to pertinent materials or access to data that should have been held as sensitive and confidential.

Since the company utilized an on-premise system, the maintenance and upkeep of the ERP platform was time-consuming and labor-intensive, not to mention that the performance of the client-based software deployment was unstable and exhibited connectivity issues across the various offices.

Lastly, since the organization self-performs much of its work and faces multi-state and multi-union payroll processing reporting requirements, Byrne & Jones needed a strong payroll solution that would seamlessly handle these complexities.



SOLUTION

eCMS Construction ERP Software

Enterprise-Wide Solution—integrated applications running on a single-database, one-platform solution seamlessly connect Byrne & Jones' entire team... field or office. Project Managers have real-time and on-demand access to job cost and performance information.

Web-Based Platform—users access all eCMS applications through a highly secure web browser without the need to update, maintain or manage software on client terminals. From the corporate headquarters to satellite locations, job sites and home office, all Byrne & Jones' employees have secure, reliable access to enterprise-wide data.

Cloud-Based Deployment—eCMS ERP is deployed in the cloud where CGC manages the updates, upkeep and uptime of the solution, removing all infrastructure, hardware and software management/maintenance and associated costs. The Cloud solution also delivers disaster recovery and business continuity safeguards.

Earned Revenue Adjustment Function—eCMS offers a simple and seamless method to adjust earned revenue per job and post it automatically within the ERP, replacing the labor-intensive and error-ridden manual processes previously employed by the firm.

Payroll—managing complex, multi-state union payroll and reporting is now a simple process.

Business Intelligence and Analytics—eCMS BI&A solutions allow monitoring and reporting on all variables with the ability to export to Microsoft Excel if desired. Employees are empowered to develop dashboards, views and reports to improve their daily processes and make fact-based decisions more quickly.

Security—unparalleled, multi-level, user -specific security profiles are customizable to meet unique business needs, allowing the empowerment of eCMS users while ensuring authority and control over sensitive and confidential data.

Content Management and Workflow—a digital approach to A/P approval processing and content archival and management.

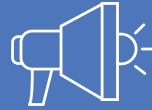


RESULTS

- Byrne & Jones selected Computer Guidance Corporation's eCMS platform due to its ability to connect the field and office with on-demand data and integrated workflows over a single platform with easy yet secure web-based access.
- In addition, Byrne & Jones management team understands that ERP implementations can be overwhelming and often end up unsuccessful without an in-depth strategy. Computer Guidance Corporation's reputation of performing large and complex ERP implementation on time and budget and in a successful manner yielded great confidence in the solution provider.
- Last but not least, Byrne & Jones wanted an ERP backbone that is reliable, flexible and scalable so it can adapt in lock step with the company's aggressive growth plans—both organically and through acquisitions.

"We selected eCMS for its reputation as the most complete, proven and intelligent ERP system available in the market today, but even that sometimes isn't enough. I've had significant experience with ERP implementations in the past, and after meeting the CGC team, I had 100% confidence in their ability to not only seamlessly guide us through this process but also ensure our expectations were exceeded."

Rick Hull
Chief Financial Officer
Byrne & Jones Construction



"Byrne & Jones' market-leading position is a direct result of our ability to evolve with industry demands, growing and modifying our offering to beat our competition and satisfy our customers' demands. eCMS ERP will only prove to strengthen our operations, deliver greater financial controls and bring visibility into overall performance, so we can continue to generate new opportunities and deliver on our growth strategy."

Rick Hull
Chief Financial Officer
Byrne & Jones Construction



eCMS APPLICATIONS

Accounts Payable, Accounts Receivable, General Ledger, Job Cost, Human Resources, Payroll, Equipment Accounting, Equipment Maintenance, Purchasing, Order Processing, Time & Material Billing, Content Management & Workflow, Business Intelligence & Analytics, Project Collaborator, HRSS, Mobile Forms, Stimulus CRM, Archival, eCMS Connect, and Integration Suite

Technology Environment:
Cloud Platform

