



Eliminating Inefficiencies in Your Construction Business

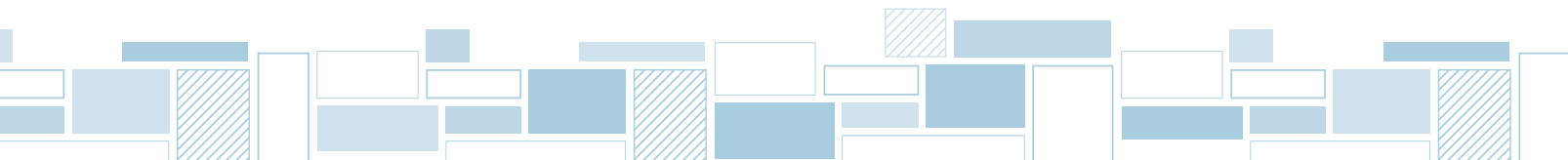
Improve Productivity and Profitability With Construction Accounting Software



Eliminating Inefficiencies in Your Construction Business

IMPROVE PRODUCTIVITY AND PROFITABILITY WITH CONSTRUCTION ACCOUNTING SOFTWARE

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Effectively managing accounting and financial processes is critical to the success of construction companies, even more so in today's marketplace.

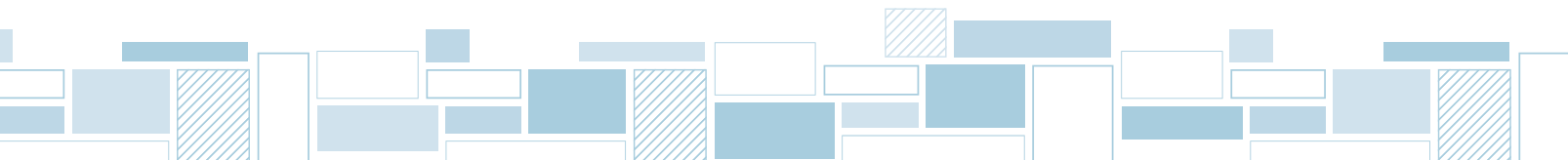
To help combat profit leaks and monitor resources effectively, many construction businesses try to automate manual processes by using off-the-shelf accounting software packages and spreadsheets. Unfortunately, that investment is often only a short-term fix because such methods lack the breadth of applications needed to efficiently manage a construction business.

The cumbersome methods of generic accounting tools and spreadsheets demand redundant effort and time-consuming, duplicate data entry; and often amount to messy and complicated reports, disjointed information, and data prone to errors and/or omissions. Furthermore, such methods do not allow professionals to bring all areas of the business together and so it's extremely difficult to collect the details needed to have a true picture of business performance.

Ultimately such antiquated accounting methods are easily outgrown as contractors stretch the applications and spreadsheets far beyond their capacity. Then the search for a more efficient way to manage financials and control costs begins again.

SO WHAT IS A FRUSTRATED CONSTRUCTION BUSINESS OWNER TO DO?

To understand a company's true costs and improve profitability, it's critical to have a construction-specific accounting solution that allows the business to properly manage all facets of accounting, financials, and reporting in a timely manner.



There are many considerations to weigh when you've outgrown your inadequate accounting and profit tracking methods. Of particular note and continuing to prove especially valuable among successful contractors are accounting software solutions tailored to the needs of the construction industry.

These solutions are being widely adopted by construction businesses that recognize the importance of having a comprehensive toolset to manage accounting and financials - now and for many years to come.

CONTROL IS KEY TO PROFITABILITY

Contractors implementing robust, flexible construction software solutions to manage accounting and all critical financials are better able to:

- » Monitor and improve profitability
- » Increase productivity for jobs of any size
- » Gain control and deep visibility of operations
- » Become more proactive and less reactive in decision-making

Take a look at your business and your methods. Do you have control? Can you see where profit is leaking? Are there inefficiencies in your processes? If so, you've likely outgrown your system and spreadsheets and are ready for a construction-specific solution.

This e-book explains the critical considerations that construction business owners and accounting managers should be asking themselves to determine if there are inefficiencies that could be eliminated by implementing accounting software tailored for construction.

IS IT CRITICALLY IMPORTANT TO HAVE ACCURATE INFORMATION?

If the level of accuracy in your accounting records determines, at least in part, your business' profitability, then it may be worth your while to consider moving from generic accounting software and spreadsheet methods to a software solution that's tailored for construction.

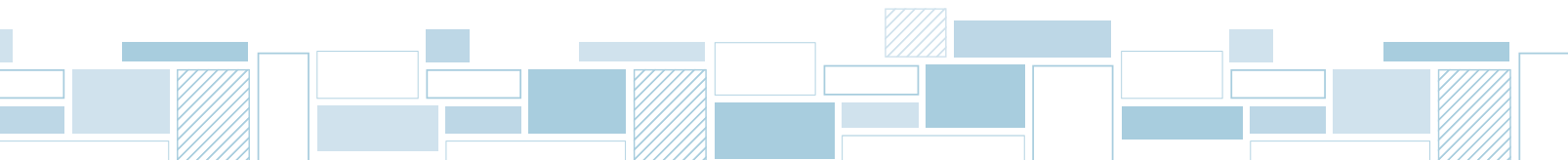
With construction accounting solution that automates reporting, including Work in Progress reporting, the information is always up to date. So you can spend less time entering and retrieving data and more time managing the business. Plus the system maintains tight audit trails and historical detail.

Using a software solution that delivers accurate data in real-time, you will be better equipped to control your financials, ensure data integrity, see a day's profit potential to make timely decisions, and manage projects to the company's best benefit.

Having daily job costing, you can manage with true information, see which jobs are making money, and understand (and increase) profitability. You'll also have the capacity to spot discrepancies and errors, prevent potential financial losses, and improve financial stability for long-term benefit. In addition, a comprehensive software solution will also maintain historical detail, giving you peace of mind with data integrity and reliable audit trails.

With a breadth of accounting applications in a complete system, you will also experience seamless workflow across all financial processes, from Job Cost to General Ledger. And straightforward reporting on wins and losses will help you efficiently manage projects, easily make adjustments, and improve decisions to maximize profitability.

“Automating our processes allowed us to eliminate many hours of redundant work and I never doubt a number.”



DO WE MISS OPPORTUNITIES FOR CHANGE ORDERS AND REVENUE GAINS?

By using a generic accounting package and a collection of spreadsheets and documents to manage your progress, billings, etc. on jobs, you are surely losing money with unbilled materials and labor, losing track of outstanding requests, and losing revenue opportunities by missing change orders.

During execution of projects there are inevitable changes that arise. By effectively managing the change order process, you are able to pursue all profitable opportunities on every job and can improve control and maximize revenue.

You can do this with a comprehensive accounting solution for construction. Easily create change order requests and owner's change orders, with their own budgets and billing schedules, as well as track and manage them efficiently.

“Because our software synchronizes project costing and ongoing changes with hard financial data, we have better insight and control.”



Schopp Talk: Change Orders

Gregg Schoppman, FMI consultant, explains that proactive planning, alignment of processes with company strategy, consistent documentation, and escalation processes are all keys to managing a profitable change order process in any construction business.

[**WATCH VIDEO NOW**](#)

IS OUR SYSTEM GIVING US THE COMPREHENSIVE REPORTING THAT WE NEED?

If your system does not deliver automated, comprehensive reporting, you have a problem. In this economy, banks and bonding companies require special reports of your ongoing projects. Using generic software and spreadsheets can take hours and hours to find, collect, and analyze the data to produce the reports needed. Or it demands significant time and expense to have your CPA create these reports for you.

With a construction accounting solution that automates reporting, including Work in Progress reporting, the information is always up to date. So you can spend less time entering and retrieving data and more time managing the business. Plus the system maintains tight audit trails and historical detail.

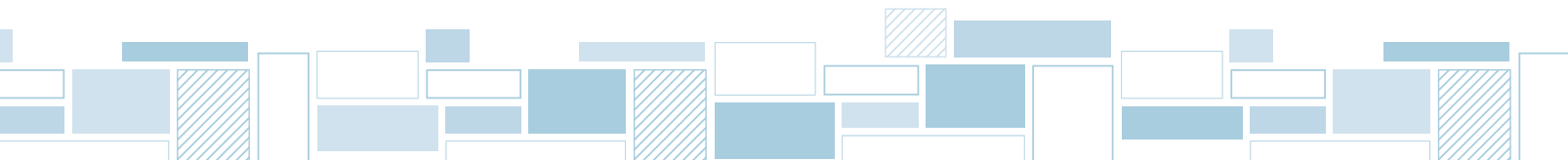
YOU SHOULD LOOK FOR A SOLUTION THAT PROVIDES:

- » Powerful reporting with easy-to-read charts and graphs
- » Real-time information in dozens of standard formats
- » Information in the way you want to see it
- » Financial reports, such as Profit and Loss and Balance Sheet
- » Accurate, up-to-date information on your cash position and a means to speed cash flow

In addition to comprehensive reporting, the right construction accounting solution will also provide easy access to favorite graphs, reports, and tasks, which will keep executives informed with timely and relevant business data in a concise format. You may find it especially valuable to have graphical dashboards that translate data into knowledge to improve job and company profitability.

With helpful overviews of profitability and the ability to drill into details, you'll quickly find all the information and analysis that your construction company needs to succeed.

“Using our construction accounting software we can understand win, loss, profit, project status, where to get more work, what we do best, and much more.”



COULD WE BETTER STREAMLINE OUR BILLING PROCESSES TO IMPROVE CASH FLOW?

There are many special requirements of construction billing — are you properly equipped to handle them? Does your accounting software have Accounts Payable and Accounts Receivable capabilities specifically tailored to fit construction industry needs?

IF NOT, THINK ABOUT HOW VALUABLE IT WOULD BE TO HAVE A SOLUTION THAT:

- » Offers an AR feature that helps you efficiently minimize questions and disputes, monitor accounts receivable, and pursue timely collections
- » Automatically handles correct retention tracking
- » Delivers a variety of construction billing formats, including AIA, Progress Billing, and T&M

A construction-specific accounting solution will help streamline your billing process as well as give you detailed cost tracking and committed cost reporting, so you know where every penny is coming and going. Plus by having Accounts Payable, General Ledger, Project Costing, Payroll, and Purchase Orders in a seamless system, you can be confident that commitments and payments are processed efficiently and accurately.

A robust system will also include a toolset for the pricing, ordering, and tracking of goods, and let you automatically generate buyout by pulling estimated items into purchase orders. Similarly, create job budgets and billing schedules of value from estimating.

You'll be able to manage procurement efficiently, understand true job costs, stop overspending, and maximize purchasing power.

“Looking at our software solution — all the tools of the trade are there. We save time and increase our accuracy.”

WHY DON'T WE TRACK EQUIPMENT USAGE AND BILL AS COSTS TO PROJECTS?

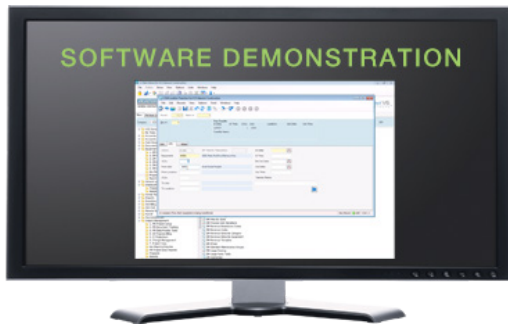
Off-the-shelf accounting software won't include the features you need to track usage of equipment. But if you were able to do that and bill as costs to projects, you'd have a new profit center for your company!

Using a construction accounting solution, you can track the location of each piece of equipment and capture your equipment usage as costs and then bill to your projects — that's managing for increased profitability!

You'll be able to track equipment usage (hours, miles, etc.) and apply costs from timecards directly to projects and task codes. And you can define usage style types (idle, repair, etc.) and define billing rates for each piece of equipment, to make the software work expertly for your particular needs.

By having utilization reporting, you can better maximize use of your owned or rented equipment, plus have a true picture of your project costs against budget. It's time you have the software you need to profitably manage this capital-intensive part of your construction business.

“We enter information once and it's costed to the appropriate job. This is a huge time saver and we're all looking at the same numbers in real-time.”



Equipment

Manage Equipment Assets and Costs for a Better Bottom Line. See how contemporary software can help you manage your equipment.

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HOW CAN WE HAVE REAL-TIME VISIBILITY FOR BETTER RESOURCE MANAGEMENT?

Managing resources across projects can be a challenge for any contractor. Without insight into smart planning and scheduling of resources, projects can fall way behind schedule quickly. Construction companies need the ability to have real-time visibility into resources needed, what's available, where their resources are located, and the ability to reschedule those resources accordingly.

Ensuring the highest utilization of resources across all projects in order to complete on schedule is key to delivering on time and under budget. That's why a program that provides visibility into early indicators where owned resources are light to allow for rentals, subcontracts, or purchases to be secured is so important.

BENEFITS YOU'LL EXPERIENCE:

- » Easily define resource requirements at the project level.
- » Classify employees, equipment, crews and track their availability.
- » Assign the resources to projects as needed.
- » Improved operational efficiencies through controlled planning.
- » Make informed decision around effective utilization of employees, equipment and crews.



Resource Management

Construction software that includes Resource Management functionality allows you to move scheduling away from magnet boards and spreadsheets and into a centralized scheduling system.

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Take a look at your business and your methods. Do you lack the control you need? Would it be valuable to see where and understand why projects are not as profitable as anticipated? Are there time-wasting hurdles and duplication in your processes? Yes? Then you've likely outgrown your system and spreadsheets. It's time to consider the value of using a software solution designed to fit the unique needs of construction. Take a look at an all-in-one construction software solution that allows you to:

- » Monitor and improve profitability
- » Increase productivity for jobs of any size
- » Gain control and deep visibility of operations
- » Become more proactive and less reactive in decision-making



Hill & Wilkinson

Having a single system was integral in this ENR 400 Contractor's decision to move. According to Gary Montgomery, Chief Financial Officer/Executive Vice President: "To maximize efficiency, a single, integrated system is critical. We wanted to maintain our accounting controls and to keep the gatekeepers in place. It's amazing that project managers are able to create their billings and have them flow into the accounting system where they can be reviewed and distributed. Why have separate systems? Get rid of the Excel spreadsheets as much as possible. We really wanted to reduce the amount of data entry, and we couldn't have grown the way we have without this Viewpoint solution."

[**DOWNLOAD SUCCESS STORY NOW**](#)



Greenberry Industrial

The company experienced growth and, as a robust company, required more efficiency - and accomplished that after moving to a comprehensive, scalable solution. Jim Grabski, CFO, says, "Accounting is satisfied and project management has great access to the information they need. Everything is inside the system, so it's easier to access real-time data and we save time. Real-time gives us an intangible savings. We know that Vista is saving us money and delivering great value by allowing efficiencies across all groups."

[**DOWNLOAD SUCCESS STORY NOW**](#)

If you're experiencing inefficiencies in your construction business it may be because you've outgrown your accounting system. Using a generic, off-the-shelf accounting package and a collection of spreadsheets is not a system that allows you to manage for optimal productivity and profitability.

It could be the right time for you to consider investing in an accounting solution that's tailored to the needs of a construction business.

When it comes to construction accounting, it all comes down to knowledge, accuracy, and control. And what you don't know can hurt you. With a comprehensive construction accounting software solution, construction companies are able to:

- » Accomplish more in less time and maximize production rates
- » Easily monitor and forecast resources and cash flow
- » Take the guesswork out of reaching true profit potential
- » Minimize risk and improve financial stability for long-term benefit
- » Streamline communication and increase accuracy

To evaluate the right solution that fits your particular company, there are numerous questions to ask yourself. Take a long look at your processes, assess if your system has limited capabilities to manage efficiently, and ask yourself and your team if there are ways to improve by automating and streamlining. Then consider the various software offerings available with a critical eye on what a complete and comprehensive construction accounting solution should provide to your construction business.

You may even consider consulting with a software vendor who will ask you the probing questions to determine the most critical pain points in your business that could be solved by automating certain processes. With a critical eye you'll be able to identify those areas in your business that are not being managed with utmost efficiency. Then you'll be well on your way to managing efficiently and profitably.

Viewpoint, a leader in meeting the collaborative and information needs of the AEC industry offers construction-specific solutions for a variety of professionals including small, medium, large and enterprise contractors. Viewpoint solutions include takeoff and estimating, project management, accounting solutions, enterprise resource planning, project and BIM collaboration, mobile field-to-office and enterprise content management. Viewpoint customers include more than 30 percent of the ENR 400 and have the most technology partnerships with the top 50 mechanical and electrical contractors in the United States. Viewpoint serves as the technology partner of choice to the construction industry and delivers the right solutions on the right platform, including cloud, SaaS and on premise solutions and provides customers improved accountability, efficiency and productivity throughout the U.S., Canada, the United Kingdom, Europe, the Middle East and Australia.

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Vista by Viewpoint

If you've been wondering what Vista by Viewpoint™ can do specifically for your business, this video puts the power in your hands. Whether you're a General Contractor, Heavy Civil, or Specialty Subcontractor, our interactive video lets you explore the areas of Vista that fit the way you work.

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