



When WIMCO needs the latest accounting and project management technology, eCMS answers the call.



Industry

General Contractor

Territory

Southeastern United States

The Customer

- Headquarters: Washington, NC
- 1,200 Non-Union Employees
 - 200 - 300 projects at one time
 - Annual Revenue of \$175M
 - 150 service vehicles
 - 500 service calls per month

Application: eCMS

- 60 users
- Service Request Processing
- eForms
- Equipment
- Accounts Payable
- Accounts Receivable
- Time & Materials Billing
- Purchasing
- Order Processing
- Payroll
- Job Cost
- Human Resources
- General Ledger

Environment

- IBM iSeries520 1000 CPU
- DB2 Database
- Websphere

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- Darlene Moore
Vice President of Finance

The Company

WIMCO Corporation, a Washington, North Carolina-based general contractor, has built a reputation as an industry leader in the utilization of computer technology. WIMCO began as a scrap metal business in 1950 and grew into a multiple-award winning general contractor with a strong presence in North and South Carolina, Virginia, West Virginia, Maryland, and Delaware.

Darlene Moore, WIMCO’s Vice President of Finance, has extensive experience in the construction industry and a sound understanding of financial software solutions and their impact on her company’s bottom line. She recently offered her thoughts about Computer Guidance, our solution, and the resulting contribution to WIMCO’s successes.

eCMS: A Comprehensive Integrated Financial Application Suite

Computer Guidance Corporation has been a trusted solution provider to WIMCO since 1998. However, when WIMCO upgraded to the latest version of eCMS, the company reached a whole new level of flexibility, dependability, and superior performance. “There is no doubt in my mind whether we would utilize the new eCMS,” says Darlene. “We always strive to be the best by using some of the latest technology available. Computer Guidance regularly answers our needs with powerful tools capable of handling all our daily demands -- everything from providing real-time project data to maintaining a high level of subcontract processing.”

“Our employees were trained in very little time because the eCMS graphical interface is so easy to use.”

Darlene Moore
Vice President of Finance
WIMCO

From retail to restaurants to recreation - WIMCO utilizes the power and flexibility of eCMS as their accounting and project management solution.

Easy Transition

How did WIMCO overcome the “fear factor” that comes with any software transition? Darlene answers, “We had complete confidence in Computer Guidance to get us up and running on eCMS with minimal complications.” Naturally, WIMCO had to assure staff at the corporate headquarters and in the field that this transition would go smoothly. Obtaining employee “buy in” was never a problem. “Training our employees was really quite easy,” remarks Darlene. “We were able to explain new eCMS productivity tools once and they got it immediately. There was an acceptance across all age groups and all experience levels, and the company as a whole is embracing this latest version of eCMS with great enthusiasm.”

Operational Advantages

WIMCO saw immediate benefits with the eCMS completely remodeled Graphical User Interface. “Everyone at WIMCO appreciated the improved screen layout,” Darlene says. “There is far more real estate in the GUI environment versus the green screen. We’re able to see job costs in much more detail and there are tremendous improvements in speed. Rules setup is easy and we’re able to be in constant contact with Project Managers and Accounting staff.”

Darlene notes that Computer Guidance’s estimating interface with other accounting applications saves time because WIMCO can automatically create and download a job cost file into eCMS in about five seconds and then automatically create a job cost budget in as little as 10 minutes. The entire budget imports into eCMS exactly as it was bid - and no one has to manually key anything into WIMCO’s accounting system.



WIMCO has enjoyed additional time-saving benefits in other areas. “Before we started utilizing eCMS, the whole process from the time WIMCO was awarded a project to actually writing subcontracts used to take days,” Darlene says. “Now it only takes minutes. The new interface frees both project managers and accounting to handle more important duties. Subcontracts are quickly written without having to waste valuable time re-keying.”

Strong Productivity Tools

“Timely and accurate communication is the key to a successful relationship between owners, architects, suppliers, subcontractors, and our company.” Adds Darlene, “By leveraging such tools as Document Imaging, Electronic Workflow, Business Intelligence, and more, eCMS provides us much more versatility, communication, and control over our critical data and documents. All vital information is submitted through one point of entry, which allows us to quickly route data to the appropriate person.

“These tools allow multiple people to simultaneously make decisions. Having immediate access to ‘real-time’ information makes everyone’s job much easier. Also being able to approve invoices throughout the month instead of doing it all at month’s end helps our project managers make informed decisions regarding cost overruns.”

Just how quick and responsive does eCMS allow you to be? According to Darlene, “We can receive an invoice on Monday, have it approved that same day, and get it paid by Tuesday. Now, that’s fast!”

Results You Can See

WIMCO has experienced the power of a fully-integrated financial accounting suite, and that power is translated into very real financial gains. “We’ve achieved 11% growth in revenue over the last fiscal year with no additional accounting or project management staff. We could never have done it without eCMS.”

With eCMS, WIMCO has reached a level of efficiency that has given them a distinct competitive advantage over their peers. Darlene reinforces this, saying, “I firmly believe that Computer Guidance and their innovative technology deserve much of the credit for our company’s improved productivity. eCMS has been a tremendous time-saver and stress-reducer.”

“eCMS also delivers real-time access to information from anywhere, allowing instant, yet informed, decision-making.”

Darlene Moore
Vice President of Finance
WIMCO

About eCMS

Representing the new standard in financial application suites for the construction industry, eCMS blends flexibility, dependability and superior performance. The eCMS browser-based interface allows for maximum accessibility of mission-critical information to those who need it, regardless of location. Real time information, combined with core financial applications and integrated productivity tools, means your business can reduce costs by streamlining complex operations. The functionality and evolution of the eCMS application suite has arisen through listening to our customers and continually striving to exceed their expectations.

About Computer Guidance Corporation

Computer Guidance, the leading provider of financial accounting, project management, and bidding software, delivers solutions to more than 600 enterprise customers from various construction disciplines.

Computer Guidance delivers the accounting and project management software of choice for 20% of the ENR Top 400 contractors - and it has been voted one of the leading job costing and accounting software applications by the highly-respected CFMA IT Survey. Computer Guidance also provides the ultimate solution for any company seeking flexibility, dependability, and superior performance in an accounting software suite.

For additional information about Computer Guidance, visit our web site at www.computerguidance.com or call 1-888-361-4551. Computer Guidance is headquartered in Scottsdale, Arizona.

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Superior Accounting and Project Management Software Solutions