

COMMONWEALTH ELECTRIC

Managing 4,000 Accounts with Strong Cost Controls

COMMONWEALTH ELECTRIC HISTORY

Providing the highest quality service, on time and done right the first time, is the key to customer satisfaction at Commonwealth Electric. With corporate headquarters in Lincoln, NE, this dynamic electrical contractor has locations throughout the United States. Commonwealth Electric is part of the prestigious Top 600 Specialty Contractors as listed by *Engineering News-Record* magazine. With a 182nd ranking on the 2004 list, they are a major specialty contractor in the United States.

Computer Guidance Corporation has been a trusted solution provider to Commonwealth Electric for over a decade. Commonwealth Electric's **Chief Financial Officer, Mr. Glen Moss** brings strong experience of the construction industry and the implications of financial software solutions on the company's bottom line.



Ms. Sue Schlake, Management Information Systems Director, effectively manages the changing technology needs of the organization and understands the direct impact on operations. Glen and Sue combine decades of experience in financial and technical operations in the construction industry.



CMS: FINANCIAL AND PROJECT MANAGEMENT SUITE

CMS utilizes today's technologies to deliver real-time data about every aspect of your construction enterprise. CMS has the power of thirty integrated financial and project management applications to offer an ideal blend of flexibility, dependability, and performance. Core financial applications provide real-time visibility giving your company the control to reduce costs and increase efficiencies. Integrated strategic productivity tools maximize the value of information and streamline your complex business operations. By leveraging these tools, such as document imaging, electronic workflow, business intelligence, and more, CMS provides immediate access to detailed information, ensuring that critical decisions can be made quickly and accurately.

CMS SPEED AND EFFICIENCY

Glen states that, "Job Cost Inquiry is extremely strong in CMS. Production of job cost reports takes only twenty minutes now where it was taking two-and-a-half hours. I can drill down into the data and get the details needed to make informed decisions. Our Project Managers can access real-time information in the field that we can share across the enterprise. There are no delays in them getting the information they need right away. With better access to the data, Project Managers can make informed decisions fast, no matter the job size or location."

"We can easily process over 1,000 invoices in a day using CMS," said Sue. "With our old system we were constantly challenged in producing half that amount." The CMS Accounts Payable application makes certain that all transactions are accurately distributed to general ledger accounts, job cost, subcontract, equipment, check reconciliation, and vendor history files. You can easily view current amounts due, future amounts owed, and history at any time.

"Completing Payroll is just as fast. We have instant access to the information on the (computer) monitor. We don't need to print a report to see if changes are needed. This is vitally important to a company that increased IT staff by just one since purchasing CMS over ten years ago," remarked Glen.

STABILITY IN GROWTH

Sue stated, "I have been thoroughly impressed with the stability of the IBM platform and the scalability of CMS. We have grown over 200% in number of employees and 250% in revenue without significant needs for infrastructure or administrative staff changes." With over 500 current employees and \$60 million in revenue, they look for proven performance in their financial systems and control of a vast amount of information. They have also seen their customer base surge to over 4000 accounts that they must accurately manage. "Not only have we expanded our customer base, but we have gained greater market share also with strong cost controls and more accurate information across our organization," added Glen.

Glen elaborates on job management, "We were always good at tracking and managing the multi-million dollar jobs that had plenty of details to quickly determine the best course of action. But a significant number of our projects were below a million dollars and instant data access to service work and other business segments were difficult to obtain quickly in order to determine exact costs. CMS gave us the ability to view the level of detail at the most granular level on every service job work order, accurately track job history so cost bidding was streamlined, and contract administration was more effective. Now we can get that level of detail across all of our jobs, giving us the ability to control cost, effectively manage the jobs, and give our customers the most competitive pricing possible."

CRITICAL BUSINESS NEEDS:

"Before we went with Computer Guidance, we ran a heavily modified cost accounting system. Access to this systems functionality and data was critical. A big selling point for us was that Computer Guidance would dive into logic and build the functionality and data in their main software solution. They duplicated our application into CMS, ensuring we would not miss a beat in running our operations the way we were used to and with the information we needed," remarked Glen.

Glen concludes, "CMS has been a critical component in the growth and efficiency of the business over the past decade. Whether it is the executive inquiry to project managers, better informed decisions and better access to information across the company, or the ability to control our financial information, CMS has always performed. The systems greatest strengths in my opinion were strong job cost functionality and controls, project management, integration across the organization and breadth of the applications."

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