

Job Cost and T&M Billing Applications Case Study



“eCMS applications provide us with the ability to accurately bill our customers for labor and expenses broken down by individual exhibiting space in a timely manner. This capability allows us to be more competitive in the market and ensures that the requirements of our jobs are fulfilled.”

— Patrick Mitchell, Controller, Motor City Electric Co.

Company: Motor City Electric Co.

Industry: Specialty Contractor

Construction Services: Electrical contractor with nine separate operating divisions within the company: Automotive and Process, Commercial, Industrial, Specialty Industries, Service and Emergency, Public Works and Steel, Technologies, Utilities and Excavation.

Corporate Headquarters: Detroit, Michigan

Territory / Locations: offices across United States and Ontario Canada

Client Information: Motor City Electric Co. (MCE) is a commercial contractor headquartered in Detroit, Michigan with offices across the United States and Canada. Motor City Electric Co. was founded in 1952 and has maintained and enhanced its position as an electrical contractor in the Midwest for more than 50 years. The company is ranked as the #65 specialty contractor on the Engineering News-Record Top 600 list in 2010 and it is one of the largest electrical contractors in the nation with 900 employees.

- Founded in 1952
- Annual Revenue \$200M
- #65 Engineering News-Record Top 600
- 900 employees (office and field)
- 3,000 invoices processed monthly
- 900 paychecks processed weekly

Software Applications: eCMS, Accounts Payable, Accounts Receivable, General Ledger, Purchasing, Order Processing, Job Cost, Payroll, Canadian Payroll, Equipment Accounting, Equipment Maintenance, Time & Material Billing, Document Imaging/Workflow, eForms, Project Collaborator and Business Intelligence

Technology Environment: IBM System i 515

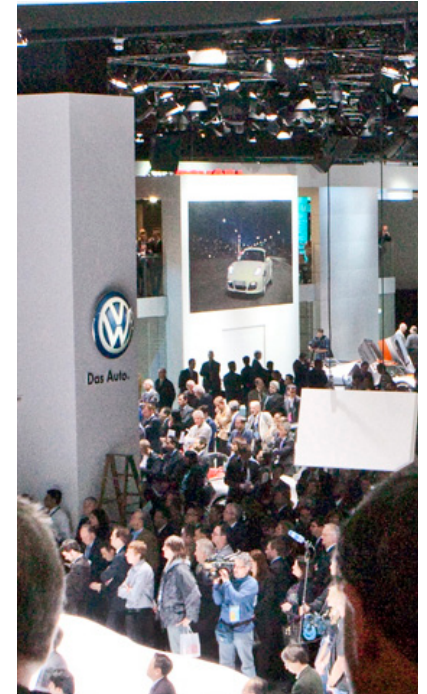
Challenge: One of the many services that Motor City Electric Co. offers is the electrical work for national and international tradeshows. The challenge that Motor City Electric Co. has faced year-in and year-out is its ability to track job costs, time and material and payroll for multiple customers broken down per a single exhibiting area or booth space. Each booth or exhibiting space is tied to a separate electrical contract and associated costs, including time and material. Each customer is required to be billed per exhibiting area and Motor City Electric Co. has to carefully track the labor and job costs accordingly to secure profit margin on each exhibiting area/ticket as well as invoice customers in an accurate and timely manner per exhibiting area on a weekly basis.

Solution: Motor City Electric Co. has implemented Computer Guidance Corporation’s eCMS financial accounting package with Job Cost, Time and Material Billing, Payroll, eForms and BusinessObjects applications. With the eCMS applications, Motor City Electric Co. was able to set up a ticket per each exhibiting space and assign a job cost code in T&M Billing to track the job cost, the progress of each job, the profitability of each job, and the expenses associated with each job. The eCMS T&M Billing application allowed Motor City Electric Co. to automate the tracking of all inbound and outbound labor amounts per each exhibiting area, further allowing Motor City Electric Co. to closely track the job cost for each ticket and to bill the customers per ticket on a weekly basis.

Further, with the integrated eCMS ERP package, Motor City Electric Co. was able to electronically process and distribute hundreds of individual bills on a weekly basis for three months continuously on this project alone. The reduction of paper and the elimination of international postage for this project are estimated to be several thousands of dollars.

In addition, BusinessObjects provided Motor City Electric Co. project managers with real-time project data again broken down per exhibiting space for tracking the progress and managing the job cost of each ticket. This capability allowed the project managers to proactively adjust productivity levels, reassign resources and consistently measure profitability per exhibiting area, customer and tradeshow.

Results: The ability to accomplish automated billing per a single exhibiting space for just this single tradeshow event has resulted in an estimated savings of \$50,000-75,000 by reducing administrative overhead required for full-time staff. Motor City Electric Co. was able to renew its agreement with Cobo Center for all tradeshows despite the competitive pressure of the marketplace especially in the Detroit area that they serve.



North American International Auto Show
COBO Center, Detroit, Michigan

**COMPUTER
GUIDANCE
CORPORATION**

888.361.4551
www.computerguidance.com
sales@computerguidance.com