

Managed Cloud Hosting

of eCMS Construction ERP Solution



“There are many great benefits in moving to the Cloud. One great value beside the huge savings of eliminating costs associated with the on-premise deployment is that costs are more stable and more predictable. Another value is that disaster recovery is included and it is managed by the solution provider. And lastly and most importantly, we leave things to the experts. We focus on what we do best, construction and our solution partner does what they do best, taking care of our IT infrastructure and ERP solution needs.”

— Darlene Moore, Executive Vice President, Secretary and Treasurer, WIMCO Corp.

Company: WIMCO Corp.

Industry: General Contractor

Construction Services: Design, Build, Remodel, Construction Management

Corporate Headquarters:

Washington, NC

Territory / Locations: North Carolina, South Carolina, Virginia, Maryland, Delaware, Georgia, Tennessee, Alabama, Louisiana, Mississippi, Nebraska and Florida

Client Information: WIMCO Corp is a commercial building contractor of schools, churches, shopping centers, grocery and drug stores, retail shops, movie theaters, medical facilities, and office buildings. WIMCO, a family business, has completed over 2,100 projects.

- Founded in 1950
- 72 employees
- Bi-weekly payroll processing for 72
- 800-1,000 invoices per month

Software Applications: eCMS,

Accounts Payable, Accounts Receivable, General Ledger, Purchasing, Equipment Accounting, Job Cost, Payroll, eForms, Business Intelligence and Analytics, Content Management, Workflow, Project Collaborator, Time & Material Billing, Human Resources, Human Resources Self Service, eCMS Connect for Comdata, and Integration Suite

Technology Environment:

Cloud-Based, Hosted eCMS

Challenge: More than four decades ago, current Executive Vice President and Vice President of Administration, Darlene Moore, made her meager beginnings as a member of WIMCO’s accounting department. But, soon after she joined the family-based general contractor, Ms. Moore had to assume additional responsibilities to offset the operating expenses that often blurred the lines between accounting and computing at so many construction companies during the 1980s.

At that time, WIMCO owned and housed all of its computer systems in their headquarters’ main office building. And, with her blended accounting/IT approach, Ms. Moore has been at the forefront of every hardware and software system upgrade the company has ever known.

Recently, the rapid growth of the organization had surpassed the capabilities of their IT infrastructure. It had become more and more difficult to amass the data necessary to make long-term company decisions as well as respond to immediate day-to-day needs. Ms. Moore knew it was time for the next system upgrade, one that would provide the enhancements that WIMCO could leverage to move quickly and seamlessly into the future.

Solution: During her evaluation process for a new and improved ERP solution, Ms. Moore toured Computer Guidance Corporation’s Avnet I/O Data Center which housed their SaaS (Software as a Service) and Cloud Hosted ERP systems. The security, professionalism and cleanliness of the facility initially impressed Ms. Moore, but it was the detail underneath that made all the difference.

Computer Guidance Corporation blends the latest technologies from IBM and Microsoft to ensure a stable, yet open, SQL platform, which yields the industry’s highest system uptime. The center’s scalable and secure foundation is not just the most compatible solution available, Avnet is also certified and audited to ensure that it meets or exceeds the highest industry standards, including Sarbanes-Oxley compliance year over year.

The Avnet data center is state-of-the-art in terms of security, system, app, and software monitoring, and is supported by full redundancy and a variety of IBM-backed hosting options that could easily meet WIMCO’s needs. Ms. Moore appreciated her choice of several hosting and deployment options, and was able to present two proposals to WIMCO ownership moving forward.

The first proposal showed the pros and cons of purchasing a new ERP hardware system and the costs associated with its setup, installation, licensing, warranties and maintenance. The second detailed the benefits of moving WIMCO to a truly ‘cloud-based’ system, and WIMCO chose to move to Computer Guidance Corporation’s SaaS / Cloud ERP model.

WIMCO implemented eCMS Cloud ERP with no software installed on any client computers. Employees simply utilize an Internet connection, browser, and URL address to accomplish any task. If their computer, tablet, iPad and/or iPhone went down, they could move to another device and regain full functionality. CGC’s built-in security structure even allows users to access the eCMS system on public computers and disaster recovery is included with the Cloud offering at no additional expense or effort.

With real-time replication of WIMCO’s data to offsite data centers, users are able to work around natural or man-made disasters by quickly and conveniently changing the URL or IP address. The bottom line is uptime through flexibility, and that’s how ‘cloud-based’ systems support fast-paced, growing construction companies’ goals on a daily basis.

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“We decided to stop spending our time and money on running and maintaining our internal ‘data center’, servers and software programs and start focusing on internal projects that differentiate our business, not our infrastructure. For example, we no longer spend time making decisions about capacity needs prior to deploying an application or scheduling times and resources for running updates and upgrades. We left all that behind when we moved to the Cloud.”

— Darlene Moore, Executive Vice President, Secretary and Treasurer, WIMCO Corp.

Results:

WIMCO went live on eCMS Cloud ERP in 2015, and for one annual fee, the company continues to run its business using top-of-the-line systems and services that adapt as its business demands. There is no need to buy or maintain hardware, and users can use the ERP at any time, from anywhere, and any device. Computer Guidance Corporation manages everything, including updates, maintenance and disaster recovery. And, every upgrade to the system is announced, scheduled and completed by certified IBM and Microsoft professionals, while WIMCO focuses on what it does best...high-quality construction for its clients.

Estimated Cost Savings:

- \$85,000 + per year for in-house IT Salary
- \$7,240 in disaster recovery agreement – contract eliminated
- \$30,000 in new hardware – didn’t have to be purchased
- \$4,500 in hardware maintenance annually – service eliminated (up to 48 hours annually in update/upgrade labor also saved)
- \$6,000 in Windows servers – didn’t have to be purchased
- \$2,000 in utility costs annually – power savings
- \$500 in back-up tapes annually – didn’t have to be purchased
- \$700 in UPS shipping of back-up tapes annually – process eliminated
- 365 hours per year in back-up labor also saved



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