



IBM VIP delivers the right solutions for growing businesses



>> The IBM Vertical Industry Program teams with select communities of IBM Business Partners to offer tailored solutions designed to address the specific needs of the midmarket. These solutions are delivered through regional partners with the industry knowledge and execution skills necessary to bring unique competitive advantage to growing organizations.

>> Learn more about the IBM VIP solution portfolio

Computer Guidance and IBM design the blueprint for construction efficiency

In the construction industry, a single project misstep usually has lasting financial consequences. Dependencies from subcontractor activities to inspection certificates can lengthen projects, and with every delay, the contractor loses money. Because the construction industry is becoming more and more competitive, contractors look for ways to streamline processes and get a firm grasp on the financial consequences of delays and unforeseen expansions of project scope.

To help growing businesses beat the competition through more efficient workflows and a better financial understanding of every step in a project, IBM Vertical Industry Program (VIP) has teamed with Computer Guidance Corporation to deliver a tailored construction industry solution focused on providing a comprehensive financial and project management application suite designed for demanding environments. Deploying the numerous applications of the eCMS software package from Computer Guidance on the IBM® Power™ Systems platform addresses just about every scenario in construction management—and helps competitive construction companies stay on track and in the black.

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- » **Industry:** Construction
 - » **Challenge:** Provide comprehensive financial and project management capabilities to help eliminate costly delays and project overruns in the construction industry.
 - » **Solution:** As part of the IBM VIP portfolio of solutions specifically designed for midmarket organizations, the Computer Guidance Corporation eCMS financial and project management application suite for the construction industry is optimized for the IBM® Power™ Systems platform.
 - » **Benefit:** This comprehensive financial software and project management application suite streamlines processes so projects are completed on time and within budget—which helps contractors of all sizes become more competitive.
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“Our partnership with IBM gives midsized contractors all the financial and project management capabilities traditionally only found in very large construction firms.”

—Roger Kirk, President and CEO, Computer Guidance Corporation

Computer Guidance welds financials to project management

Because it combines the power of a complete financial package with comprehensive project management capabilities, the eCMS solution has been recognized by the Construction Financial Management Association as one of the leading job costing and accounting software applications since 1996.

In addition to a host of industry-specific accounting applications—such as payroll, time and materials billing, and purchasing—eCMS financial applications include tools for tracking subcontractor performance, document compliance and contract management. Other applications critical to completing projects competitively include business intelligence, personnel and document imaging, and workflow tools.

Because project collaboration is closely tied to financial success in the construction industry, the eCMS software suite provides project management capabilities for quickly analyzing project costs, projecting contract values and recognizing potential budget variances. Detailed field surveys provide real-time insight into project status.

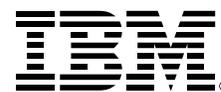
Ease of use plays a large part in the solution's popularity throughout the industry. The eCMS browser-based interface allows maximum accessibility to mission-critical information, regardless of location. This real-time information, combined with core financial applications and integrated productivity tools, can significantly reduce costs by streamlining complex operations.

IBM foundation solidifies eCMS capabilities

The IBM Power Systems family is designed to provide compelling choices for companies of all sizes. Based on IBM POWER6™ processors, Power Systems deliver reliability, scalability and performance at competitive prices. Through openness, virtualization and collaborative innovation, IBM Power Systems offer unique capabilities that help small and midsize companies maximize return on IT investments, lower total cost of acquisition (TCA) and total cost of ownership (TCO), and do more with less—less cost, management and complexity.

The result is improved utilization, platform flexibility and increased business agility—the ability to respond quickly to market changes and maintain a competitive edge. As your company—and the amount of data you produce—continues to grow, IBM Power Systems grow with you. Power Systems allow you to nondisruptively increase and decrease your processor and memory resources as needed. This helps you handle more data and users effectively across all business applications and match capacity with your workload and business goals.

For more information contact your IBM or Computer Guidance Corporation sales representative, or visit us at ibm.com/systems/industry/applications or www.computerguidance.com.



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