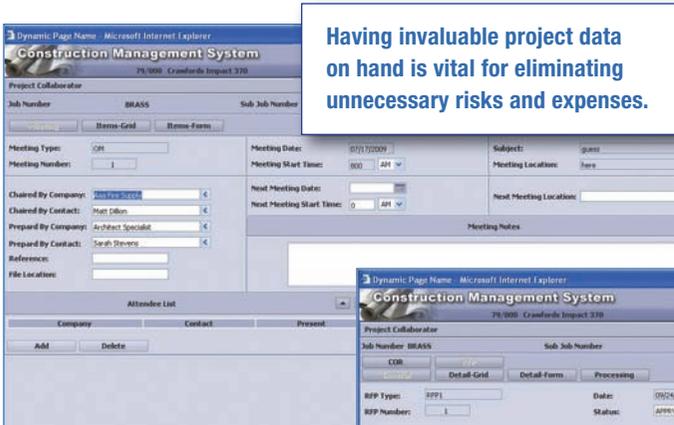




Computer Guidance Corporation Demonstrates Why a Fully Integrated Enterprise-Class Solution Is Essential for Today's Businesses

Exercise Greater Control over Operations and Profitability with Computer Guidance Corporation's eCMS Construction Management Solution



Having invaluable project data on hand is vital for eliminating unnecessary risks and expenses.

collective project portfolio and associated financials.

"Using eCMS allows management to plan ahead, measure performance, and improve business processes with accurate, real-time business intelligence for proactive

600 select Computer Guidance's eCMS as their technology and business management solution." says Kirk.

FINANCIAL MANAGEMENT

Having a positive cash flow and maintaining a profitable operation are imperative for sustainability. Companies must continue to eliminate unnecessary expenses, run a lean operation, hire the right people for the right jobs and manage every financial transaction with precision and in a proactive manner. Everyone must do more with less. "An integrated technology approach to Accounts Payable, General Ledger, Job Cost, Order Processing, Purchasing, Payroll, Service Management and Equipment Accounting & Maintenance disciplines is the only way to navigate through fiscal uncertainty," notes Kirk.

"Tough times call for smart measures" says Roger D. Kirk, CEO and President of Computer Guidance Corporation. "Take control of your operation with a fully integrated enterprise-class construction management solution from Computer Guidance Corporation, where you control your resources, equipment, the entire lifecycle of your projects and associated financials. Plan ahead, measure your performance and improve your business processes with accurate, real-time business intelligence for proactive management and decision-making."



With Project Collaborator, we are experiencing improved communication and increased productivity across our entire organization.

The latest version of Computer Guidance Corporation's flagship construction management software, eCMS v.3.7.0, is a fully integrated enterprise-class solution that allows construction companies to effectively manage resources, personnel and equipment across the entire lifecycle of its

management and decision-making," says Kirk.

INTEGRATED CONSTRUCTION MANAGEMENT AT-A-GLANCE...

eCMS v.3.7.0 is an all-encompassing solution with 28 applications coupled with advanced productivity and business intelligence tools.

"Companies that want to stay ahead of the competition, manage their businesses with improved operational efficiency and sustain their profitability choose a fully integrated solution. This is the reason why a significant majority of general and specialty contractors of the ENR Top 400, Top 50 and Top

"The single database structure of eCMS with a browser-based interface allows business-critical information to be entered, processed and viewed anytime and anywhere, keeping all – management, accounting, project teams, and operations – informed. The strategic delivery of information allows for more to be accomplished by fewer employees than is possible with traditional accounting and management solutions."

Tri-City Electric is just one example. Controller Tom Margio states that "since 1997, we've added only one person to our accounting staff (13 to

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Our new Beyond Dashboard and Portal application assists our clients to run their businesses more effectively and, ultimately, more profitably.

14) while growing revenues from \$75 million to \$156 million. eCMS has had a dramatic impact on our bottom line."

PROJECT MANAGEMENT

"Quality, cost and schedule represent the 'three-legged stool' scenario of construction project management, and it continues to remain a challenge," Kirk further comments.

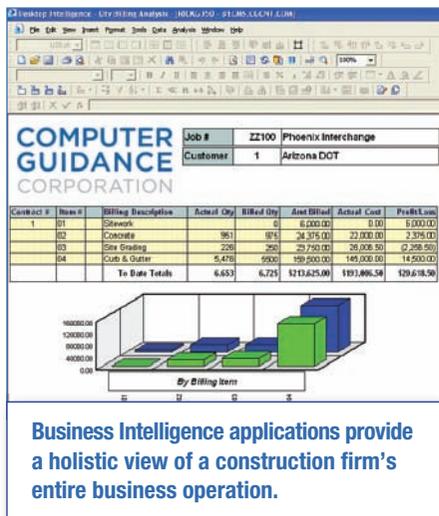
Having invaluable project data on hand when it is needed and where it is needed is vital for eliminating unnecessary risks and expenses, while delivering high standards of quality and safety.

AGI General Contracting is another Computer Guidance customer who is reaping the benefits of tighter project controls. AGI's VP of Finance, Jackie Buck, says, "Since the implementation of *Project Collaborator*, we are experiencing improved communication and increased productivity across our entire organization. It makes a significant difference having a fully integrated and single database for all of our project management and financial solutions needs. Data entry, archival and retrieval processes are now delivered accurately and timely with easy remote access to the system."



ADVANCED PRODUCTIVITY TOOLS

Computer Guidance's *Document Imaging, Electronic Workflow* and *eForms (Electronic Forms)* solutions allow companies to increase productivity and improve communication. Digital and automated document workflow is imperative to staying ahead of schedules and to effectively



Business Intelligence applications provide a holistic view of a construction firm's entire business operation.

communicate, leveraging supporting documentation and audit trail.

"The enhancements added to the *eForms III* application have significantly improved our clients business processes." Kirk points out. "Our clients can now identify the exact distribution list for specific forms – before or after updating occurs. This enhancement has served our clients well as they continuously re-engineer their business processes for increased agility

and reduced costs."

Darlene Moore, VP of Finance at the WIMCO Corporation says, "The *Document Imaging, Electronic Workflow* and *eForms* applications integrate seamlessly to simplify even the most complex business processes by eliminating risks of manual, error-prone human intervention."

"I estimate that our labor savings from automating this one manual process of

project data entry and approval is in the neighborhood of \$10,000 to \$13,000 annually at our current business level." said Kyle Riddle, MIS Accountant, Joe Bland Construction L.P.

BUSINESS INTELLIGENCE, DASHBOARD AND PORTAL SOLUTIONS

Cognos and *Business Objects* applications coupled with Computer Guidance's construction management solution provide an interactive, user-friendly interface to historical, current and predictive financial and project management data in what Kirk calls "a holistic view of a construction company's entire business operation".

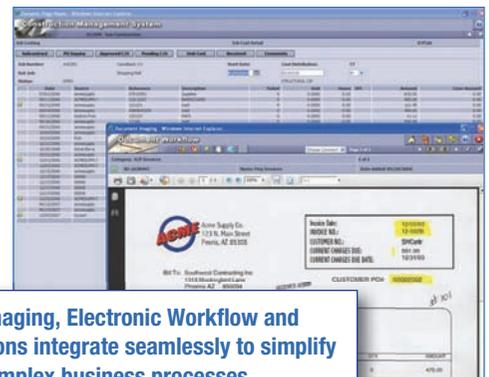
"Immediate productivity gains, improved business processes and positively impacted financials are some of the benefits of embracing an integrated approach to construction management," says Kirk.

A significant advance over a standard dashboard, the recently launched *Beyond Dashboard And Portal* application uses Web-based technology, which enables it to function as an

internet portal with access to other internet sites. As a result, it not only launches the user's eCMS applications, it also drives third-party applications that can be launched from an internet Uniform Resource Locator (URL), such as *Microsoft Outlook®* and other business applications.

"Our new *Beyond Dashboard And Portal* application puts the vast resources of the World Wide Web at the fingertips of contracting executives, financial officers, and project managers," continues Kirk. "Immediate access and rules-based alerts of business-critical information will assist our clients to run their businesses more effectively and, ultimately, more profitably."

When asked, "Is this easier said than done?" Kirk comments, "Not at all. eCMS v.3.7.0 lays the foundation on which companies can build to meet increased regulatory requirements, accelerate cash flow, monitor job costs and profitability and measure employee and equipment performance while focusing on quality output and client satisfaction. And now with Hosted eCMS, companies can deploy the same feature-rich application without realizing any upfront IT investment. Further, with a pay-as-you-go business model and a flexible and scalable SaaS (*Software as a Service*) eCMS solution, construction companies can closely align their technology expenditures and project backlogs keeping in mind the rapidly changing economic climate."



The Document Imaging, Electronic Workflow and eForms applications integrate seamlessly to simplify even the most complex business processes.