

Design and Construction Technology

Take the Fear out of Technology Investment



Jay S. Haladay
Chief Executive Officer
Viewpoint Construction Software

You know your company has outpaced its software when you and your team can't quickly assimilate data to make critical decisions. Yet for many building and construction firms, the

thought of replacing existing business solutions is perceived as too painful, disruptive and costly.

Implementing a more collaborative, connected and productive business model in today's technology-savvy environment shouldn't cause any of those concerns—if you approach the process as if you were building a structure: plan, create a budget, define schedules, assign resources and set milestones.

Companies like Viewpoint Construction Software have reshaped the software implementation business model under this concept. Our goal is to take the fear out of technology investment. We tailor core accounting, project management and document management solutions to meet the unique needs of our customers, and then help convert legacy data, train staff and implement that solution at a fraction of the cost of other ERP construction providers.

For those who think they can't afford to upgrade their business

model in today's economic climate, consider that the risk profile for construction companies has gone up dramatically in recent years; there's no room for mistakes. Companies need a business model that supports projects and operations and ties financials and operations into one readily accessible resource. Legacy solutions simply can't provide the necessary scalability, functionality and cohesiveness that is possible from more contemporary software architectures.

Construction companies must have the ability to make good decisions quickly with near real-time information. If your business solutions can't facilitate that process with efficiency, it's time to upgrade your business model while the market is slow so that you're positioned to compete as the economy and the construction industry improve. Find a business solution provider who can help meet your productivity goals with minimal organizational disruption. ■



Staying a Step Ahead of the Bidding Frenzy

Leonard Buzz
Chief Executive Officer
On Center Software

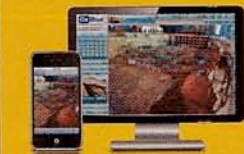
There is an old adage in the construction industry that says, "More bids lead to more bid wins."

With the mass adoption of estimating software across the entire construction industry, the new truth is more like this: More accurate bids lead to more bid wins. Even the most seasoned manual estimator makes the occasional mistake. However, losing potential profits over a simple miscalculation is particularly devastating when that mistake was entirely preventable.

Estimating software isn't a fad; it's a necessity. When used properly and to its full capability, estimating software can deliver accurate bids faster, meaning more bid wins in less time. The key to successful software adoption is taking the time to learn it so that you're prepared when the bidding wars begin.

Putting those systems in place requires at least some assistance. Construction software requires proper training. Blindly stumbling through a sophisticated software program could cost a company more than the projected savings. For instance, On Center Software's On-Screen Takeoff and Quick Bid, with proper training, have been proven to cut bidding time and prevent miscalculations, giving estimators a fair battleground in the bidding struggle.

Make a simple comparison of software dollars spent versus money saved on fewer bid losses, and the decision is made for you. ■



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