

CE PROFILES IN PRODUCTIVITY: BUFFALO CONSTRUCTION DEPLOYS CMiC TO SUPPORT THEIR GROWTH STRATEGY

THE CHALLENGES

Prior to starting Buffalo Construction Company, co-owners Joe Mannarino and Bill Mahoney were involved in the solution evaluation process as part of a digital transformation initiative at their previous organization, where they were preparing for a major transition from SAP to CMiC. Although Mannarino and Mahoney left before the deployment of CMiC was completed, they knew CMiC was the software they needed to run their new venture. As the two established BCC, they used Excel and QuickBooks in the interim while they completed training on the CMiC Accounting & Financial Controls suite.

THE SOLUTIONS

BCC implemented CMiC FIELD in January of 2018, after a four-month effort. “Since the beginning of 2018, CMiC has been instrumental in supporting our growth—and has become a critical component of our corporate strategy,” stated Mannarino. “Had we decided to stay with QuickBooks, we would have outgrown it quickly,” added Construction Technology Manager John Reinard. “We predict the same would have happened had we picked another project management solution.”

WEEKLY PAYROLL
PROCESSING
AND CORRECTING
TIMESHEETS IN EXCEL
SPREADSHEETS USED TO
TAKE HOURS, BUT NOW
ONLY TAKES SECONDS,
AFTER SWITCHING
TO CMiC.



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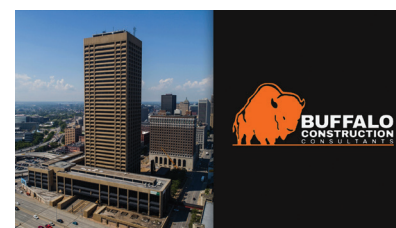
—Joe Mannarino
Co-owner, BCC

With this approach, BCC’s phase one priorities included the rollout of submittals, RFIs, change management and subcontract creation, as well as standardizing their AP processes. “The scalability of CMiC allows us to implement new functionality as we grow,” Mannarino says.

THE BENEFITS

By centralizing their financials, BCC realized immediate results. Prior to CMiC, BCC relied on an email chain to send and receive signed invoices, which could be forgotten in inboxes or even “lost in translation.” Today, when a vendor invoice comes in, it is scanned and entered into CMiC to be routed for approval to its corresponding project manager. Because the invoice is a part of the CMiC workflow, once client payment is received, it automatically triggers another workflow that releases the checks. The project manager can see what invoices come in from their dashboard and what requires their immediate attention. Each entry shows all impacted cost accounts and includes an attachment of the invoice.

When changes occur on a project, the BCC team now relies on the CMiC Change Management module to organize all project costs by cost code and to stay on top of potential change orders, which provide a complete picture of the project budget. “For us, CMiC Change Management is the most important functionality in the entire CMiC platform because it is critical to what we do every day,” Mannarino states.



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Other time savings realized by BCC have resulted from the novel approach for compiling daily reports and timesheets. “Every week, processing payroll was a burden. It would take me hours to correct timesheets in Excel and then make corresponding job cost entries in QuickBooks. When we switched to CMiC, that process turned into seconds,” Reinard says.

Reflecting on their decision to implement the full CMiC suite, the BCC team believes that their numbers are indicative of their success. In as little as three years, their staff has grown from 12 to nearly 50. “As we roll out new projects and onboard new staff, we have a standardized system of managing everything we do every day,” Mannarino said. “The proof is in our ability to grow our business while maintaining excellence in our delivery of complex projects.”