

A Roofing Contractor's Move To Trimble Construction One Vista In The Cloud



Nashville-based JRC, Inc., has been a leader in commercial roofing and siding for more than 30 years. The company has completed more than 30,000 projects of all shapes and sizes across 48 states. What sets JRC apart from its competitors is its national reach and devotion to satisfying customers. JRC's dedication to providing honest assessments, high-quality work and unrivaled service has made it one of the top roofing companies in the United States.

Fulfilling that commitment while managing rapid growth hasn't always been easy, especially back when the company's finance and accounting team members struggled with disconnected data and manual processes. JRC realized it needed an efficient, reliable ERP working for it behind the scenes – one that would help the company do more with less and enable it to scale its operations profitably.

Before

- Lack of access to remote data
- No single point of truth for data
- Vendor invoicing errors slipping through
- Difficulty with job costing and payroll
- Duplication of work

After

- Single source of data, accessed from anywhere
- Increased employee capacity and productivity
- Tightened process and controls
- Fully paperless system
- Cost savings on labor

Challenge

Several years ago, with the company growing at a rapid rate, JRC realized that it needed to update its finance and accounting technology. JRC's executive team knew they needed to invest in software to reduce administrative burdens, empower employees to be more productive, and sustain the company's profitability.

JRC had no centralized solution in place to capture data from their many job sites across the country. It was becoming increasingly difficult to maintain accurate, accessible records while relying on manual processes such as emails and spreadsheets. If JRC wanted to sustain its growth trajectory – and continue its tradition of providing outstanding customer service – it had to modernize its technology.

Solution

The company knew it wanted an integrated software solution such as Viewpoint Vista, but like many mid-sized companies, it didn't have dedicated IT resources to set up and maintain an on-premise ERP. The complexity, costs and security vulnerabilities of self-managed servers were also a cause for concern. After a thorough review, JRC selected Trimble Construction One Vista in the cloud, giving users quick, convenient and secure access to the full power of Vista from anywhere, whether in the office, on the jobsite or at home.

Vista in the cloud takes advantage of the world-class Microsoft Azure platform, giving JRC peace of mind that in the event of a business disruption, they would be back up and running with little to no downtime. CFO Jeremy Johnson says, "It was nice to know we had a partner out there to manage all of these issues." JRC users would also be able to access the full functionality of Vista as if it were installed locally, including the ability to drag and drop files from the desktop and utilize printers and scanners easily.



"Before Vista in the cloud, you would have to go to five or six different places to gather data. That's not the case anymore."

Jeremy Johnson
CFO

“Before implementing Vista in the cloud, I don’t know how we would have functioned with our office staff working remotely. If the pandemic had happened before we switched, I have no idea what we would’ve come up with.”

Jeremy Johnson
CFO



Results

Since implementing Vista in the cloud, JRC’s annual revenue has grown by 30 percent, but the accounting department has added just one full-time employee. Vista increased the team’s bandwidth and enabled them to create structured, digital business processes. As a result, they have been able to focus on quality as well as productivity, such as uncovering vendor errors that had been costing the company money.

Vista in the cloud also kept the business moving during a crisis. Office staff were able to work remotely during the coronavirus pandemic without disrupting production. JRC utilized Vista’s capabilities to transition to a paperless system, which enabled it to avoid downtime and lost profit.

CFO Johnson advises other contractors to consider a move to the cloud as well. “If you’re a growing contractor, it just makes sense,” he says. “There’s a reason everyone calls the cloud the future.”

About Trimble

Trimble is developing technology, software and services that drive the digital transformation of construction with solutions that span the entire architecture, engineering and construction (AEC) industry. Empowering teams across the construction lifecycle, Trimble's innovative approach improves coordination and collaboration between stakeholders, teams, phases and processes. Trimble's Connected Construction strategy gives users control of their operations with best-in-class solutions and a common data environment. By automating work and transforming workflows, Trimble is enabling construction professionals to improve productivity, quality, transparency, safety, sustainability and deliver each project with confidence.

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