



CASE STUDY

Precision Concrete Construction Inc.

Precision Concrete is using integration & cloud hosting to save money and power business efficiency



Trimble
Construction

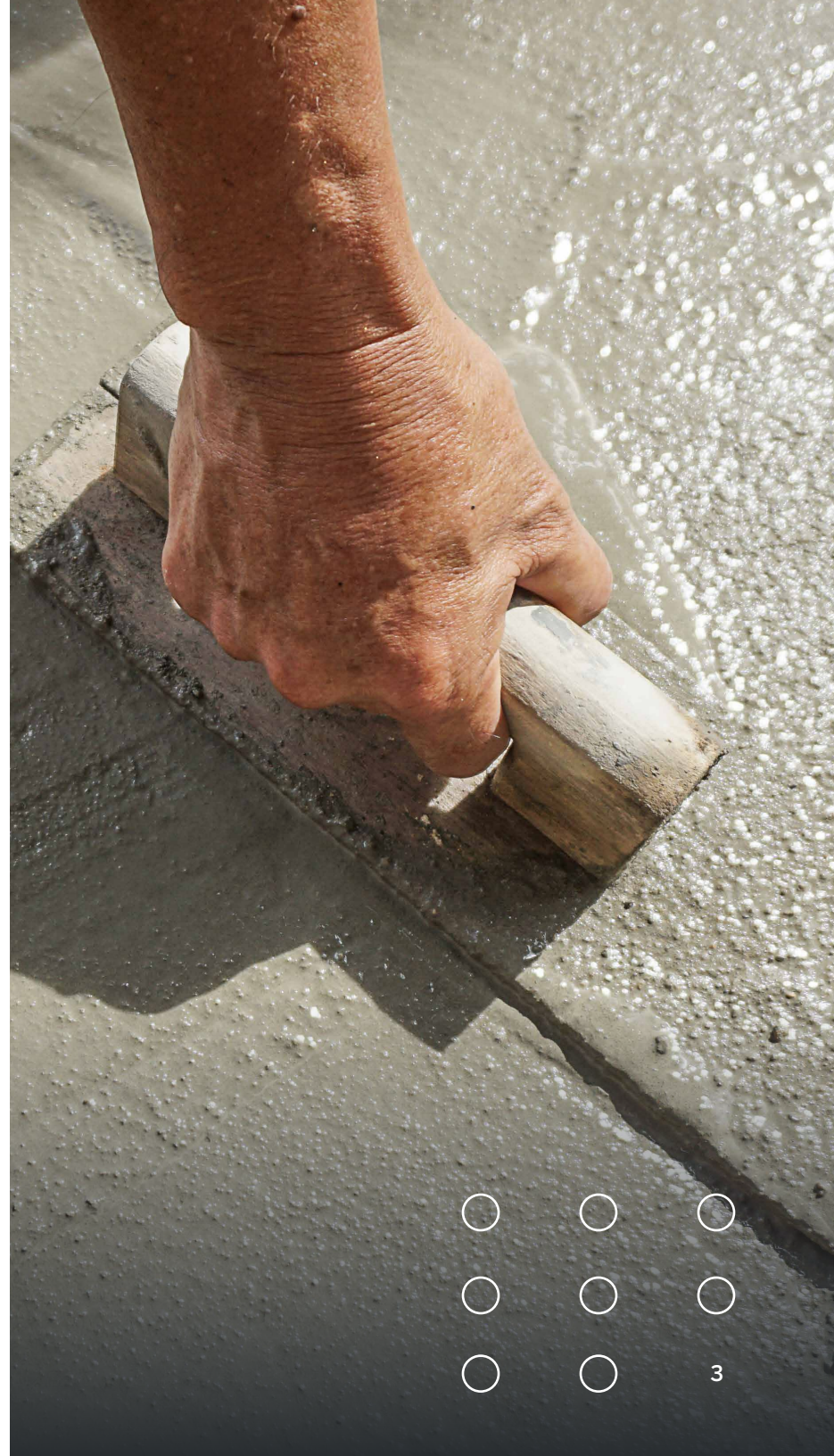
Precision Concrete is using integration & cloud hosting to save money and power business efficiency

Georgia-based **Precision Concrete Construction** is a full-service concrete contractor for industrial and manufacturing, multi-family residential, sports, commercial and institutions. Precision has earned a reputation for meeting aggressive schedules that quickly convert projects into revenue generating spaces. The company ranks among ENR's Top 600 Specialty Contractors and Concrete Construction's Top 100 Concrete Contractors.



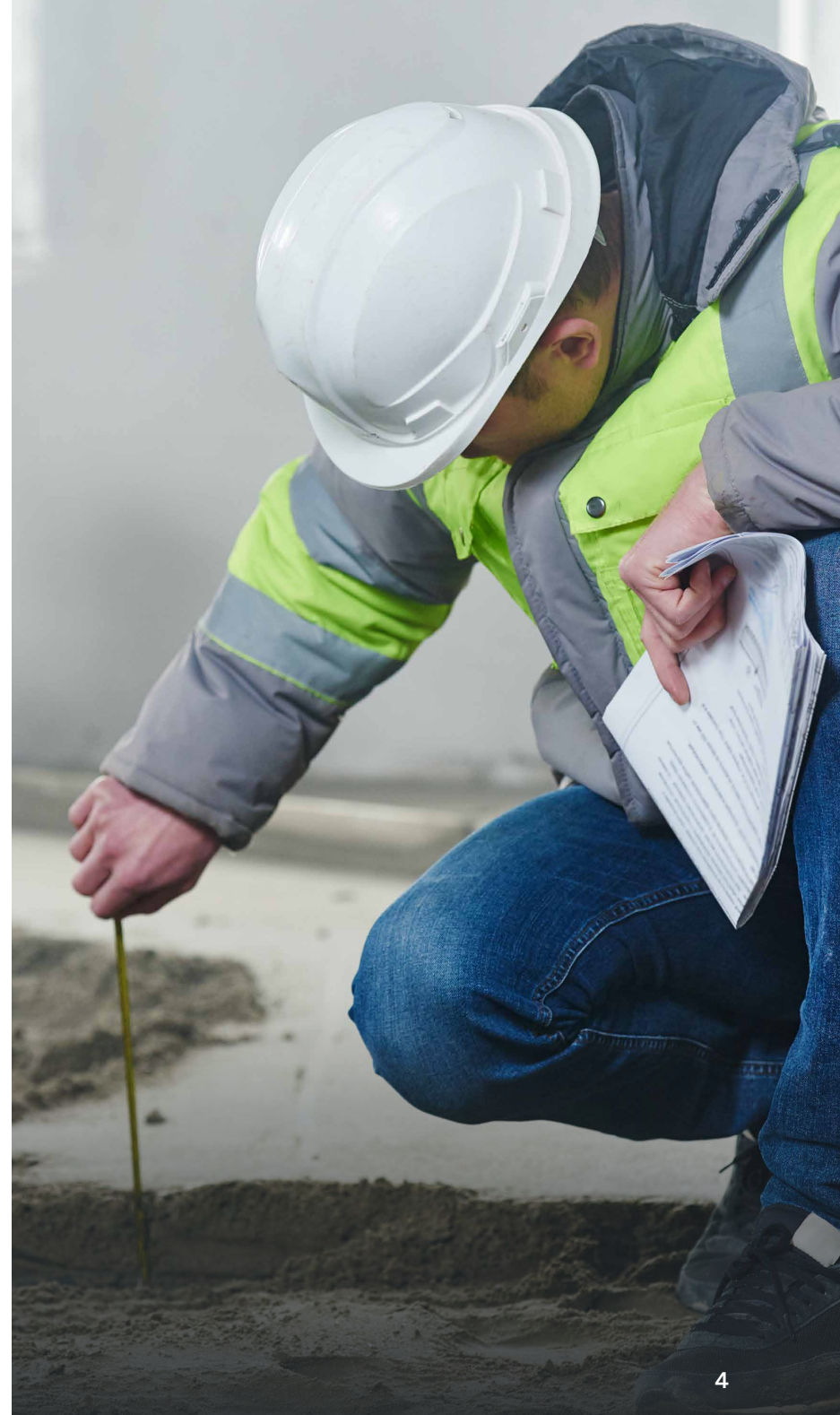
Before

- Site conditions and VPNs impacted connectivity when accessing Vista ERP data from on premise servers
- Management of on premise hardware, software and data strained IT department resources
- Concerns existed around the migration of data to the cloud and potential for process change impacts on end users
- Double handling of data and manual processes was needed to bridge the gap between apps not natively integrated with Vista
- Procore's operations data and workflow not comprehensively and bi-directionally integrated with Vista's accounting data and job financials
- Expensive project revenue based licensing and multiple vendor contracts kept software costs elevated



After

- Fast and issue-free cloud data migration with zero process change impacts on end users
- Anywhere, anytime access to ensure business continuity
- Reduced IT strain, avoidance of future server refresh cycles and the ability for IT to concentrate on high-value activities
- Mobile tools connected with Vista replacing spreadsheets and manual processes for greater efficiency
- A single foundation that's natively integrated for seamless accounting and operations data flow
- Expected six-figure cost saving by moving to Trimble Construction One
- Unlocked further gains in profitability and efficiency with self-serve job financials reporting and analytics



Challenge

Precision used Viewpoint Vista's ERP, which was stored on company-owned servers and accessed from the jobsite trailer via a VPN. For the first contractor on site, VPN connectivity issues were common due to limited internet and cell service. Additionally, the demands of managing server hardware, data backups, software updates, security, business continuity and data availability, strained the IT department's resources.

Cloud hosting was viewed as the best path forward, but concerns around migrating data and process change impacts to end users, causing delay.

A variety of manual processes were being used to bridge the gap between apps that weren't natively connected with Vista. These processes consumed time and impacted efficiency for both field crews and back-office staff. The use of a Procore developed Vista connector for job financials resulted in a disconnect between accounting and operations. Additionally, licensing and contracts from multiple vendors, which did not yield bundling discounts, kept software costs elevated.



The expectation is a six-figure saving by moving to Trimble Construction One.

— Jeff Jayne, IT Manager,
Precision Concrete

Solution

An on-premise Vista customer since 2013, Precision Concrete Construction implemented [Trimble Construction One](#) to replace manual processes and software disconnected from Vista, and to transform its business by hosting data in the cloud.

“We were drawn to a single source of truth for all data and information, no APIs, connectors or imports, as well as quite a bit of cost savings too,” said accounting specialist, Juliana Ferrara.

Trimble Construction One’s role-based licensing simplified the buying process. In place of monolithic licensing that heaps on capabilities—and costs—with features that users don’t need, Trimble Construction One’s role-based approach helped Precision choose the right mix of office, project management, field and employee users, and bundle access to the information and workflow required by their teams.

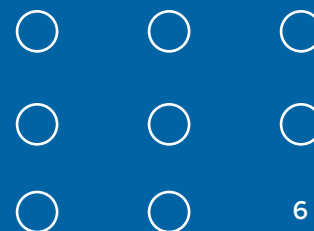
“We assessed our project teams and thought about what information our people need, as well as where they’ll be accessing data from,” Ferrara said.

Meanwhile, Jeff Jayne, Precision’s IT manager, noted the move to Trimble Construction One helped save costs per user. “Lower costs for the field and employee user license types are reflected in the slimmed down capabilities set,” Jayne said. “Back office power users get access to everything, but there’s only a handful of those.”



We were drawn to a single source of truth for all data and information, no APIs, connectors or imports, as well as quite a bit of cost savings too.

— Juliana Ferrara, Accounting Specialist,
Precision Concrete



Results

Precisions' cloud data migration began on a Friday and finished on Sunday. "I can't say enough good things about how the cloud transformation went, as there were no issues whatsoever," Ferrara said.

The company also reported zero process change impacts on end users. "As a Vista power user, I didn't notice anything different," Ferrara added. "Our people can now access Vista from anywhere in the world, no VPNs, no issues. If there's a snowstorm, we no longer need to worry about how payroll is getting done."

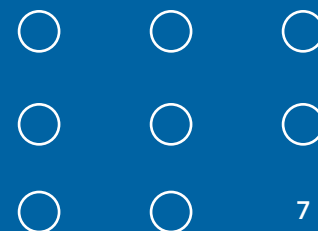
Cloud hosting will help Precision avoid future server refresh cycles and let the IT department concentrate on higher value activities as the company's hardware and software management needs have been vastly reduced.

With Trimble Construction One, crews are able to self-serve employment benefits and pay information directly from Vista on a mobile device. "Employees can access their personal information, which saves our administrative team a tremendous amount of time," Ferrara said. In place of disconnected apps and spreadsheets, data flows through a single connected platform which speeds up processes and improves efficiency.



I can't say enough good things about how the cloud transformation went, as there were no issues whatsoever.

— Juliana Ferrara, Accounting Specialist,
Precision Concrete



Results continued

Payroll, for example, is entered into a crew timecard from the field. The data then flows through Vista's regular payroll process in real time.

"Trimble Construction One is a single system, from a single vendor, that's natively integrated for seamless accounting and operations data flow," Jayne said. "The expectation is a six-figure saving by moving to Trimble Construction One."

After undergoing its digital transformation, Precision is also looking to a data transformation in order to unlock further gains in profitability and efficiency. Viewpoint Analytics™ for example, part of the Trimble Construction One suite, provides powerful self-service reporting and analytics capabilities. Today, Precision's SQL reporting skills are concentrated in a few key employees, but the company is excited about what it could do with Viewpoint Analytics. "Self-serve job financials reporting will give project managers the power to better analyze their data for greater project success," Jayne said.

Learn more about Viewpoint
viewpoint.com





ABOUT TRIMBLE VIEWPOINT

Trimble Viewpoint construction software solutions, part of Trimble Connected Construction, allow contractors to better manage their projects, processes and people, using the data gathered to lower risk and improve margins. With more than 40 percent of the ENR 400 on our platforms, Trimble Viewpoint innovations are transforming the construction industry by connecting operations across financial and HR systems, project management tools and mobile field solutions.

For more information, please visit [Viewpoint.com](https://viewpoint.com)

©2021 Viewpoint, Inc. All Rights Reserved. Viewpoint®, Vista™, Spectrum®, ProContractor™, Jobpac Connect™, Viewpoint Team™, Viewpoint Analytics™, Viewpoint Field View™, Viewpoint Estimating™, Viewpoint For Projects™, Viewpoint HR Management™, Viewpoint Field Management™, Viewpoint Financial Controls™, Viewpoint Field Service™, Spectrum Service Tech™, ViewpointOne™ and Trimble Construction One™ are trademarks or registered trademarks of Trimble Inc., Viewpoint, Inc., or their affiliates in the United States and other countries. Other names and brands may be claimed as the property of others.

