



CASE STUDY

Great Basin Industrial

How Great Basin Industrial utilized connected Field Ticketing and Construction Accounting Data to increase T&M Billing, Improve Cash Flow & Reduce Costs



Trimble
Construction

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Founded in 2006, **Great Basin Industrial (GBI)** is a Utah- and Texas-based civil contractor that fabricates and installs pipes and tanks for the oil and gas industry. The company has grown into a trusted turnkey contractor and services provider, working on projects throughout the United States and Canada."



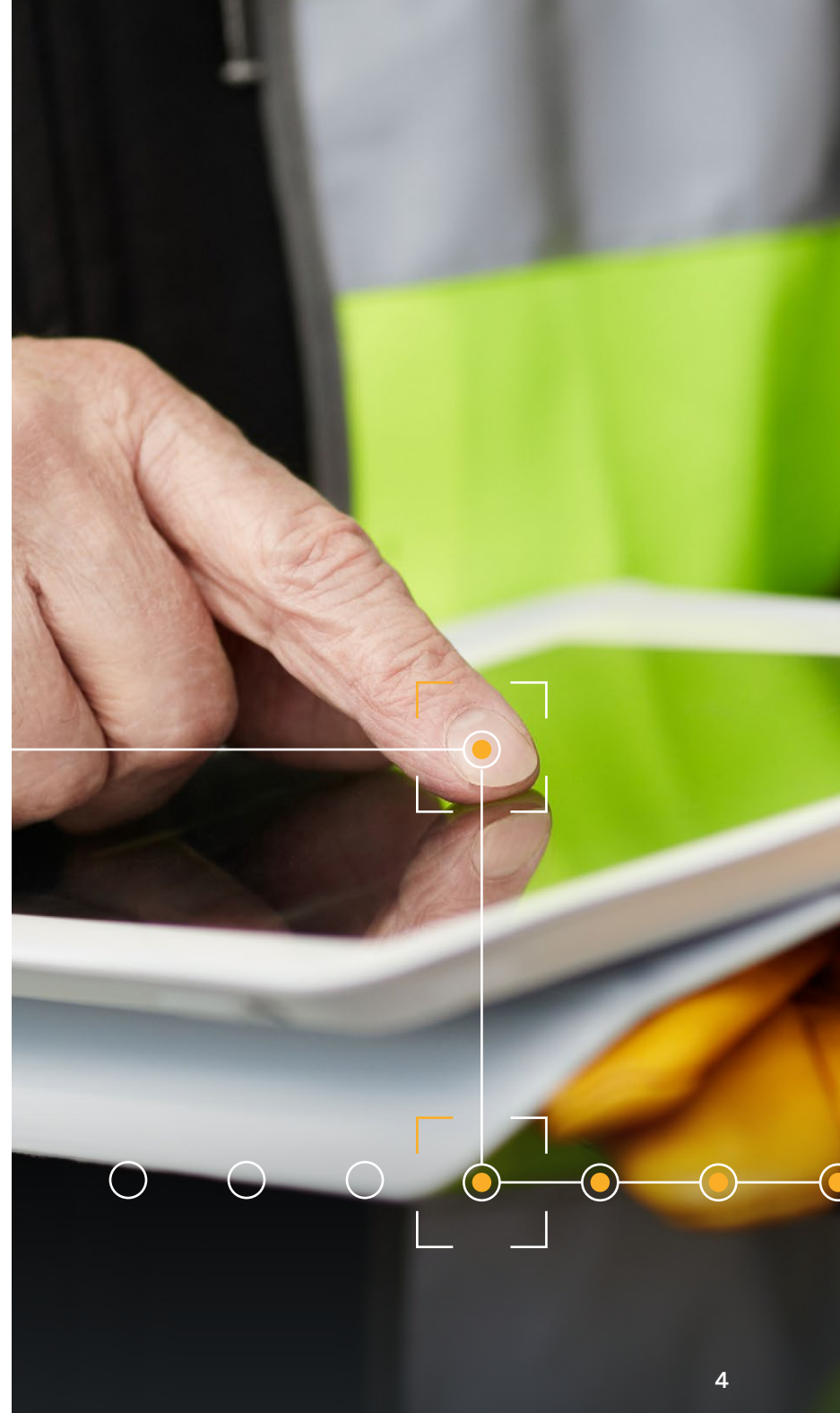
Before

- Inefficient spreadsheet-based T&M capture in the field
- Accounting resources consumed by manual processes (30 days to produce a field ticket)
- T&M work performed went unbilled
- Cash flow impacted as work-to-billed-to-paid time stretched out to 50 days or more
- Lacked real-time productivity reporting and daily job cost to keep projects on schedule/budget



After

- Streamlined field data capture in a unified mobile screen (labor, equipment, materials and production)
- Real-time and integrated field ticketing and construction accounting solution
- Billing T&M work that would have previously not been identified
- Automated consolidation of field tickets has reduced production time from 30 days to 1 day
- Greater cash flow via a 50% reduction in work-to-billed-to-paid time
- Real-time over/under productivity reporting and daily job cost data



Challenge

Time and materials for work performed was captured in spreadsheets and transmitted to the office where the information was entered into the accounting ERP. A heavily manual process, the consolidation of T&M data into field tickets for owner submission took around 30 days.

Complexity, the sheer volume of tickets and spreadsheet-based tracking meant there were many dollars of T&M billing that was going unbilled. Cash flow was impacted as work-to-billed-to-paid time stretched out to 50 days or more.

Billing consumed an outsized proportion of the accounting team's time and resources and project managers lacked daily cost data to ensure that projects stayed on budget.



Instead of 30 days to produce a field ticket, Trimble Viewpoint has reduced it to one day. This efficiency was rewarded with preferred vendor status which we expect will double our business in the next 12 months.

— Craig Lundskog,
Finance Director, GBI

Solution

Vista, Trimble Viewpoint's construction accounting ERP and Viewpoint Field Management, a connected Vista field ticketing solution, replaced those costly manual processes.

As part of the cloud-based [Trimble Construction One suite](#) of construction solutions, GBI was able to take advantage of a single set of connected data between the field and back office. A mobile app to capture labor and equipment time as well as materials and production replaced spreadsheets in the field. Real-time integration made field data immediately available to the back office and the automated production of field tickets replaced manual entry and manual T&M consolidation.

Additionally, daily cost data was made available for project managers to compare against the estimate to keep projects on budget and field supervisors got real-time over/under productivity data to keep projects on schedule.



**Cash flow has improved
with a 50% reduction in
work-to-billed-to-paid time.**

— Craig Lundskog,
Finance Director, GBI

Results

By replacing spreadsheets with software automation, field ticketing was accelerated and simplified. “Trimble Viewpoint enables us to account for a lot of T&M dollars that would otherwise not have been identified, let alone billed,” said Craig Lundskog, finance director at Great Basin Industrial.

Real-time data flow and automated consolidation of tickets for billing drastically reduced cycle times, “Because of Field Management’s T&M ticketing capabilities, the number of heads we have dedicated to billing has halved, while the volume of projects we bill doubled,” Lundskog said. In addition to streamlined data capture, field supervisors are able to present tickets on a tablet, in the field, to which the owner’s representative’s signature can be applied. “Instead of 30 days to produce a field ticket, Viewpoint has reduced it to one day. This efficiency was rewarded with preferred vendor status which we expect will double our business in the next 12 months,” Lundskog said.

Less manual and accelerated processes have positively impacted cash flow. “Trimble Viewpoint has improved our cash flow dramatically—we’re seeing a 50% reduction in work-to-billed-to-paid time.” Great Basin Industrial have also benefited from Field Management’s other capabilities, which include safety huddles, equipment management and much more.



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ABOUT TRIMBLE VIEWPOINT

Trimble Viewpoint, a Trimble Division, is a leading global provider of integrated software solutions for the construction industry. Trimble Viewpoint software enables customers to integrate operations across the office, team and field to improve project profitability, enhance productivity, manage risk and effectively collaborate across the broad construction ecosystem. With nearly 8,000 clients, including more than 40 percent of the ENR 400, Trimble Viewpoint's innovations are transforming the construction industry by fully integrating operations across financial and HR systems, project management tools and mobile field solutions.

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

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