

Complimentary White Paper

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# Heavy/Civil Contractors:

Why you need an ERP  
Software Solution specifically  
designed for your business.

In this unpredictable economy, the smartest construction firms are taking advantage of slower times to rebuild their technology infrastructure. Finding efficiencies in day-to-day operations and accounting practices and effectively managing these resources for increased profitability is essential to keeping an edge on the competitive landscape. Discovering better ways to manage jobs and analyze data is more important than ever and the leading Heavy/Civil Contractors are finding a quick return on their investment by implementing a contemporary software solution that lays a solid foundation for the future – a future that grows the bottom line and capitalizes on new efficiencies.

However, when it comes to new efficiencies or increased productivity, Heavy/Civil Contractors are finding that not all software packages are created equal. **The fact is, a specialized type of construction deserves a specialized software solution.** Off-the-shelf software packages or an assimilation of 3rd party add-ons simply don't provide the features and capabilities required to meet the needs of their business. This construction specialty needs an integrated Heavy/Civil-specific software solution - one that not only addresses the larger requirements of Accounting and Operations but also incorporates a way to manage the unique profit centers of the Heavy/Civil industry.

## The power of integration

A system that allows full integration reveals greater efficiencies, saves money, optimizes performance, and simplifies workflows between departments. Advantages include:

- **Enhanced process efficiency**  
Keep all employees on the same page with electronic workflows that provide a single point of entry and simplified document management solutions for all levels of your organization
- **Gain more transparency**  
Access equipment information, see how jobs are performing, access daily diaries, progress updates, job-specific transactions and analyze job costs
- **Meet changing technology needs of every department** – Customize menus and forms and add new features and functionality as you change and grow
- **Achieve greater profitability** – Track a project's progress, find out about issues sooner to control cost overruns, make labor adjustments and eliminate excessive paperwork

## The advantages of an integrated solution for profit center management

With unique profit center requirements for the Heavy/Civil market such as Project Management, Equipment Management and Materials Management demanding visibility into daily/weekly revenue and costs, the right software must be able to address those needs within the same unified solution. Management of these profit centers helps ensure all facets of the business remain profitable. Advantages include:

- A single point of entry where entering data for one profit center can update and address the changes at all the centers – avoid redundancy with no need for multiple systems
- User intuitive dashboards for quick status on revenue and cost and excellent analysis and reporting between all profit centers

*“A key reason why firms don’t appropriately inform teams of their productivity lies within the organization’s inability to provide accurate, useful and timely data to the crews.”*

– Gregg Schoppman

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### Perspective from an industry leader

Gregg Schoppman, Principal with FMI - a leading construction management consulting firm, has a unique perspective on the power of technology for improving productivity. “Improving construction productivity largely lies in the ability of managers and superintendents to plan their work effectively. It is also critical that they understand their daily contribution to make appropriate course corrections to manage to the budget accordingly.”

Knowing the score is an area that is deficient amongst many construction organizations. According to Schoppman, “A key reason why firms don’t appropriately inform teams of their productivity lies within the organization’s inability to provide accurate, useful and timely data to the crews.”

The technology prevents management from sharing critical information. Metaphorically speaking, there is no scoreboard for the team to see their progress or the scoreboard provides inappropriate data for the team to use in the game.

In many cases, managers are managing complex projects with ad hoc and customized spreadsheets rather than a corporate solution that drives the most critical aspect of the business – productivity. In addition to being the victim of poor and cumbersome technology, many firms wrestle with inaccurate budget set-ups, ineffective processes in dealing with change orders and clunky output that is complicated and serves only to confuse the field. Lastly, budgets and cost reports are developed with the belief that the data should serve estimating. However, if the field does not believe in the integrity of the information, the estimators will have nothing of value to utilize. The cycle of information follows the old adage of “garbage in, garbage out.”

Best of class organizations evaluate their technology needs from one perspective – what will the field need to drive money to the bottom line. Information, particularly budgeted hours and progress, flows to the field with transparency and logic. Conversely, the projects can be managed better and businesses can more accurately forecast. Schoppman clearly believes,

*“Organizations that have a proactive solution to managing budget and their labor expenditures have a better chance of being more productive over the long term. This is a huge differentiator that has positive ramifications in any economic climate.”*

## Viewpoint V6 Software

### A single software solution designed for Heavy/Highway Contractors

Viewpoint Construction Software doesn't just understand the business requirements of Heavy/Civil Contractors, they have a configurable software product suite designed exclusively for this industry. They understand that Heavy/Civil construction presents a unique set of problems and complexities, both in the office and in the field. And, they also understand there are specific profit centers that need to be managed to ensure all areas of the business remain profitable. That's why Viewpoint V6 Software is the leading integrated ERP solution for Heavy/Civil contracting businesses. V6 is designed for seamless integration with Microsoft's suite of products and other leading best-of-breed 3rd party applications. Viewpoint's 30 year plus heritage of working with customers gives them an in-depth understanding of technological possibilities for delivering powerful and highly applicable solutions for any Heavy/Civil sized contractor.

### More than Integration: V6 focuses on the unique profit centers of the Heavy/Civil segment

There is a lot of discussion around integrated construction software solutions - but beware, many of these may not connect all of your essential business components. For this reason, Viewpoint has applied an unparalleled focus on profit center visibility presenting revenue and cost information to all profit centers from a single point of entry.

Whether a company generates most of its revenue from large or small scale projects, or from the sales of aggregates, asphalt and other materials, V6 supports each of these operational areas within a single, feature-rich Accounting solution. There's no need to try to manage one production area with a spreadsheet in Microsoft® Excel™ while managing your projects in your construction software. V6 simply eliminates redundancy and provides immediate reporting for all profit centers.

The user interface and dashboard views of each area are designed for ease-of-use and efficiency. Most of the data is available at a glance and provides up-to-the-minute information and reporting on revenue and cost, productivity and cash flow.

## Feature-rich functionality designed specifically for Heavy/Civil Contractors

V6 enables you to streamline your entire business operations with integrated functionality and on-demand reporting for job management, equipment management and materials management. V6 provides functionality in these critical areas:

### Job Management

- Unit Cost Reporting – On demand** unit-cost reporting compares estimated unit cost to daily/weekly unit cost and job-to-date unit cost for trend recognition ▶
- Cost/Revenue Forecasting –** Enhanced cost and revenue forecasting to accurately forecast WIP and job status
- Work In Progress Reporting –** Customizable WIP reporting with override capability for submission to senior management and bonding companies

**Job Unit Cost Drilldown**  
Contract: 1005- River Road Project All Posted Dates Through Month 08/10

Contract Item	Current Contract				Billed				Cost					
	UM	Units	UP	Amount	Units	Amount	Units	Curr U/P	Amount					
2 Excavation	CY	25,000.00	3.70	92,600.00	8,250.00	22,862.60	2,600.00	10.20	25,608.66					
		Units	Estimated UC	Cost	Units	This Period UC	Cost	Units	Job To Date UC	**Gain/Loss** To Date Projected				
312316- - Excavation Load	25,000.00	CY	1.85	40,125.00	2,500.00	CY	6.46	16,136.50	2,500.00	CY	6.46	16,136.50	-12,124.00	-25,066.80
312316- 1- Excavation-Haul	25,000.00	CY	1.726	43,155.00	1,250.00	CY	5.751	7,188.41	1,250.00	CY	5.751	7,188.41	-5,030.66	0.00
312316- 2- Excavation-Disposal	25,000.00	CY	0.200	4,950.00	2,500.00	CY	0.873	2,183.75	2,500.00	CY	0.873	2,183.75	-1,664.25	-1,279.80

### Equipment Management

- Preventative Maintenance/Work Orders –** Keep all equipment in top working order by auto-scheduling with reminders of preventative maintenance needs
- Warranty Tracking –** Receive automated alerts of expiring warranties for final inspection and warnings for outstanding warranties when setting up work orders
- Cost & Revenue Reporting –** Analyze break-even and accurate rental rates in comparison to actual costs for equipment fleet ▶

**EM Monthly Cost and Revenue DrilldownC**  
All Equipment Status: Active  
All Categories All Months

	Usage Hours	Usage Rev	Cost	Profit
10- 1 END DUMPS	448.75	17,320.50	2,819.50	14,501.00
10102 1991 Mack RL600 ED 10 CY	76.50	2,907.00	280.00	2,627.00

  

----- All Months -----				----- To Date -----				
Revenue Code	Usage Units UM	Usage Hrs	Rev Dollars	Usage Units UM	Usage Hrs	Rev Dollars		
1 HOURLY	76.50	HRS	76.50	2,907.00	76.50	HRS	76.50	2,907.00
<b>Total Revenue:</b>			<b>76.50</b>	<b>2,907.00</b>			<b>76.50</b>	<b>2,907.00</b>

  

All Months Cost			To Date Cost
100 FUEL		135.00	135.00
101 OIL & LUBE		75.00	75.00
240 GROUND ENGAGING		70.00	70.00
<b>Total Cost:</b>		<b>280.00</b>	<b>280.00</b>
<b>Net Profit:</b>		<b>2,627.00</b>	<b>2,627.00</b>

## Materials Management

- Ticketing and Invoicing** – Automated interface with scale ticketing systems provide more accurate invoicing with quicker turnaround to improve cash flow
- Outside Hauler/Material Supplier Payables** – Automated processes create outside hauler and materials supplier payables to eliminate redundant offline systems
- Plant P&L Reporting** – On-demand profit and loss reporting for your pits and plants over any time period ▶

	Month To Date			Year To Date			Prior Year To Date			Variance		
	Tons	Amount	Amount Per Ton	Tons	Amount	Amount Per Ton	Tons	Amount	Amount Per Ton	Tons	Amount	Amount Per Ton
<b>Sales</b>												
Category: 1												
222011 Quarry Rock	0.00	7,796.25	0.00	0.00	7,796.25	0.00	0.00	0.00	0.00	0.00	7,796.25	0.00
222020 1/4" Minus Crushed Aggregate	12,100.00	38,710.00	3.20	12,100.00	38,710.00	3.20	0.00	0.00	0.00	12,100.00	38,710.00	3.20
222021 1/2" Minus Crushed Aggregate	729.25	2,730.75	3.74	729.25	2,730.75	3.74	0.00	0.00	0.00	729.25	2,730.75	3.74
222022 3/4" Minus Crushed Aggregate	1,000.00	2,760.00	2.76	1,000.00	2,760.00	2.76	0.00	0.00	0.00	1,000.00	2,760.00	2.76
222023 1" Minus Crushed Aggregate	2,000.00	5,290.00	2.65	2,000.00	5,290.00	2.65	0.00	0.00	0.00	2,000.00	5,290.00	2.65
222025 1/2" X 1/4" Aggregate	1,000.00	3,450.00	3.45	1,000.00	3,450.00	3.45	0.00	0.00	0.00	1,000.00	3,450.00	3.45
<b>Total for Category: 1</b>	<b>16,829.25</b>	<b>60,737.00</b>	<b>3.61</b>	<b>16,829.25</b>	<b>60,737.00</b>	<b>3.61</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>16,829.25</b>	<b>60,737.00</b>	<b>3.61</b>
Category: 2300												
223001 1/2" Class A Asphalt	4,529.00	68,080.00	15.03	4,529.00	68,080.00	15.03	0.00	0.00	0.00	4,529.00	68,080.00	15.03
223002 3/4" Class B Asphalt	4,024.00	56,528.00	14.05	4,024.00	56,528.00	14.05	0.00	0.00	0.00	4,024.00	56,528.00	14.05
<b>Total for Category: 2300</b>	<b>8,553.00</b>	<b>124,608.00</b>	<b>14.57</b>	<b>8,553.00</b>	<b>124,608.00</b>	<b>14.57</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>8,553.00</b>	<b>124,608.00</b>	<b>14.57</b>
<b>Total Sales</b>	<b>25,382.25</b>	<b>185,345.00</b>	<b>7.30</b>	<b>25,382.25</b>	<b>185,345.00</b>	<b>7.30</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>25,382.25</b>	<b>185,345.00</b>	<b>7.30</b>
<b>Cost of Sales</b>												
Category: 1												
222011 Quarry Rock	0.00	3,412.50	0.00	0.00	3,412.50	0.00	0.00	0.00	0.00	0.00	3,412.50	0.00
222020 1/4" Minus Crushed Aggregate	12,100.00	33,880.00	2.80	12,100.00	33,880.00	2.80	0.00	0.00	0.00	12,100.00	33,880.00	2.80
222021 1/2" Minus Crushed Aggregate	729.25	1,896.05	2.60	729.25	1,896.05	2.60	0.00	0.00	0.00	729.25	1,896.05	2.60
222022 3/4" Minus Crushed Aggregate	1,000.00	2,400.00	2.40	1,000.00	2,400.00	2.40	0.00	0.00	0.00	1,000.00	2,400.00	2.40
222023 1" Minus Crushed Aggregate	2,000.00	4,600.00	2.30	2,000.00	4,600.00	2.30	0.00	0.00	0.00	2,000.00	4,600.00	2.30
222025 1/2" X 1/4" Aggregate	1,000.00	3,000.00	3.00	1,000.00	3,000.00	3.00	0.00	0.00	0.00	1,000.00	3,000.00	3.00
<b>Total for Category: 1</b>	<b>16,829.25</b>	<b>48,188.55</b>	<b>2.92</b>	<b>16,829.25</b>	<b>48,188.55</b>	<b>2.92</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>16,829.25</b>	<b>48,188.55</b>	<b>2.92</b>
Category: 2300												
223001 1/2" Class A Asphalt	4,529.00	67,935.00	15.00	4,529.00	67,935.00	15.00	0.00	0.00	0.00	4,529.00	67,935.00	15.00
223002 3/4" Class B Asphalt	4,024.00	56,336.00	14.00	4,024.00	56,336.00	14.00	0.00	0.00	0.00	4,024.00	56,336.00	14.00
<b>Total for Category: 2300</b>	<b>8,553.00</b>	<b>124,271.00</b>	<b>14.53</b>	<b>8,553.00</b>	<b>124,271.00</b>	<b>14.53</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>8,553.00</b>	<b>124,271.00</b>	<b>14.53</b>
<b>Total Cost of Sales</b>	<b>25,382.25</b>	<b>173,459.55</b>	<b>6.83</b>	<b>25,382.25</b>	<b>173,459.55</b>	<b>6.83</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>25,382.25</b>	<b>173,459.55</b>	<b>6.83</b>
<b>Production Costs</b>												
200-1- Drilling - Operations		18,750.00			18,750.00						18,750.00	

## Human Resources

- Safety Administration** – Track hours since last accident and reward programs to enhance employee safety
- Accident Tracking** – Track OSHA and MSHA recordable accidents with the latest standard reporting (OSHA 300, 300A, 301, MSHA 7000-1) ▶
- Employee Training/Skills** – Establish and register employees for training classes with automated alerts or skill expiration

**U. S. Department of Labor**  
Mine Safety and Health Administration

**Mine Accident, Injury Illness Report**

Section A - Identification Data Approved For Use Through 04/30/2011 OMB Number 1219-0007

MSHA ID Number \_\_\_\_\_ Contractor ID \_\_\_\_\_ Report Category  Metal/Nonmetal Mining  Coal Mining  Check here if report pertains to contractor

Mine Name \_\_\_\_\_ Company Name \_\_\_\_\_  
**Viewpoint Construction**

Section B - Complete for Each Reportable Accident Immediately Reported to MSHA

1. Accident Code (circle applicable code - see instructions)  01 - Death  02 - Serious Injury  03 - Entrapment  
 04 - Inundation  05 - Gas or Dust Ignition  06 - Mine Fire  07 - Explosives  08 - Roof Fall  
 09 - Outburst  10 - Impounding Dam  11 - Hoisting  12 - Offsite injury

2. Name of Investigator \_\_\_\_\_ 3. Date Investigation Started    4. Steps Taken to Prevent Recurrence of Accident \_\_\_\_\_  
**Safety discussion with emphasis on signage requirement when installing doors**

Section C - Complete for Each Reportable Accident, Injury or Illness

5. Circle the Codes Which Best Describe Where Accident/Injury/Illness Occurred (see instructions)

(a) Surface Location:  02 Surface at Underground Mine  30 Mill, Preparation Plant, etc.  03 Strip/Open Pit Mine  04 Surface Auger Operation  
 05 Cull Bank/Refuse  06 Dredge Mining  12 Other Surface Mining  17 Independent Shops (with own MSHA ID)  99 Office Facilities

(b) Underground Location:  01 Vertical Shaft  02 Slope/Inclined Shaft  03 Face  04 Intersection  05 Underground Shop/Office  06 Other

(c) Underground Mining Method:  01 Longwall  02 Shortwall  03 Conventional Stopping  05 Continuous Mining  06 Hand  07 Caving  08 Other

6. Date of Accident    7. Time of Accident  am  pm 3:00 8. Time Shift Started  am  pm

9. Describe Fully the Conditions Contributing to the Accident/Injury/Illness, and Quantify the Damage or Impairment  
**While hanging door at entrance to stairway, another employee opened door, causing injury to workman**

## About Viewpoint Construction Software

With over 30 years of experience in the construction industry, our comprehensive software suite and unparalleled customer support is there to make sure you experience smoother, easier and ultimately more profitable job results. Viewpoint V6 Software is a fully scalable and integrated SQL/.NET solution tailored specifically for Heavy/Civil construction companies. Unifying all the unique departments in your business from Accounting to Operations to HR, V6 provides you with real-time data - wherever and whenever needed.

Visit us at [www.viewpointcs.com](http://www.viewpointcs.com), call 800.333.3197, or email [productinfo@viewpointcs.com](mailto:productinfo@viewpointcs.com) to learn more or see an informative demo.