

"Technology drives our success."



Darlene Moore, V.P. of Finance
& Artie Rawls, President
WIMCO Corporation

WIMCO Corporation had a record setting year – completing more projects than ever before. And they didn't break a sweat thanks to the flexibility, dependability and speed of eCMS®.

WIMCO found out what 1 out of 5 ENR Top 400 contractors already know. eCMS gets the job done. An integrated financial and project management software solution, eCMS provides complete real-time visibility and control across your organization. WIMCO quickly realized the benefits of the browser-based interface ensuring greater reliability and timely delivery of their mission-critical information from field operations to the corporate office. They also streamlined their operation with such strategic productivity tools as electronic workflow, document imaging, and electronic forms management. To put this powerful application to work for you call us today.

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WIMCO CORPORATION

A Stress Reliever and Time Saver

WIMCO HISTORY

WIMCO Corporation, a Washington, North Carolina-based general contractor, has built a reputation as an industry leader in the utilization of computer technology. WIMCO began as a scrap metal business in 1950 and grew into a multiple-award winning general contractor with a strong presence in North and South Carolina, Virginia, West Virginia, Maryland and Delaware.

Darlene Moore, WIMCO's Vice President of Finance, has extensive experience in the construction industry and a sound understanding of financial software solutions and their impact on her company's bottom line. She recently offered her thoughts about Computer Guidance, our solutions, and the resulting contribution to WIMCO's successes.

eCMS: A Comprehensive Integrated Financial Application Suite

Computer Guidance Corporation has been a trusted solution provider to WIMCO since 1998. However, when WIMCO upgraded from eCMS 3.43 to eCMS® 3.5.0 in 2005, the company reached a whole new level of flexibility, dependability, and superior performance. "There was no doubt in our mind whether we would utilize eCMS 3.5.0," says Darlene. "We always strive to be the best by using some of the latest technology available. Computer Guidance regularly answers our needs with powerful tools capable of handling all our daily demands – everything from providing real-time project data to maintaining a high level of subcontract processing."

EASY TRANSITION

How did WIMCO overcome the "fear factor" that comes with any software transition? Darlene answers, "We had complete confidence in Computer Guidance to get us up and running on eCMS 3.5.0 with minimal complications." Naturally, WIMCO had to assure staff at the corporate headquarters and in the field that this transition would go smoothly. Obtaining employee "buy in" was never a problem. "Training our employees was really quite easy," remarks Darlene. "We were able to explain new eCMS productivity tools once and they got it immediately. There was acceptance across all age groups and all experience levels and the company as a whole is embracing eCMS 3.5.0 with great enthusiasm."

OPERATIONAL ADVANTAGES

WIMCO saw immediate benefits with the eCMS 3.5.0 completely remodeled Graphical User Interface. "Everyone at WIMCO appreciated the improved screen layout," Darlene says. "There is far more real estate in the GUI environment vs. the green screen. We're able to see job costs in much more detail and there are tremendous improvements in speed. Rules setup is easy and we're able to be in constant contact with Project Managers and Accounting staff."

Darlene notes that Computer Guidance's estimating interface with other accounting applications saves time because

WIMCO can automatically create and download a job cost file into eCMS in about five seconds and then automatically create a job cost budget in as little as 10 minutes. The entire budget imports into eCMS exactly as it was bid – and no one has to manually key anything into WIMCO's accounting system.

WIMCO has enjoyed additional time savings benefits in other important areas. "Before we started utilizing eCMS, the whole process from the time WIMCO was awarded a project to actually writing subcontracts used to take days," Darlene says. "Now it only takes minutes. The new interface frees both project managers and accounting to handle more important duties. Subcontracts are quickly written without having to waste valuable time re-keying."

STRONG PRODUCTIVITY TOOLS

"Timely and accurate communication is the key to a successful relationship between owners, architects, suppliers, subcontractors and our company," adds Darlene. "By leveraging such tools as document imaging, electronic workflow, business intelligence and more, eCMS 3.5.0 provides us much more versatility, communication, and control over our critical data and documents. All vital information is submitted through one point of entry, which allows us to quickly route data to the appropriate person."

These tools allow multiple people to simultaneously make decisions. Having immediate access to 'real time' information makes everyone's job much easier. Also being able to approve invoices throughout the month instead of doing it all at month's end helps our project managers make informed decisions regarding cost overruns."

Just how quick and responsive does eCMS allow you to be? According to Darlene, "We can receive an invoice on Monday, have it approved that same day and get it paid by Tuesday. Now that's fast!"

RESULTS YOU CAN SEE

WIMCO has experienced the power of a fully integrated financial accounting suite and that power is translating into very real financial gains. "We've achieved 11% growth in revenue over the last fiscal year with no additional accounting or project management staff. We could never have done it without eCMS."

With eCMS 3.5.0, WIMCO has reached a level of efficiency that has given them a distinct competitive advantage over their peers. Darlene reinforces this saying, "I firmly believe that Computer Guidance and their innovative technology deserve much of the credit for our company's improved productivity. eCMS has been a tremendous time saver and stress reducer."

**eCMS 3.5.0 from
Computer Guidance Corporation**

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