

Customer Case Study: Scott Contracting, Inc.

Scott Contracting is a construction firm based in Golden, Colorado specializing in civil infrastructure. Their customers, which include homebuilders and municipalities, are located throughout Colorado.

Like most construction contractors, Scott Contracting handles several multi-phase projects in multiple locations simultaneously. To gain better control over labor and material costs, equipment usage and job cost tracking, Scott Contracting sought a means to accurately and efficiently collect data in the field so that they could, on a daily basis, gain visibility into their project costs in order to optimize productivity and profitability.

Lloyd Kuehn, CFO for Scott Contracting, said, "We wanted to be able to review and monitor costs by project, cost code and location on a daily basis so that we could more closely manage projects and profitability. Two of the most important aspects of this were to more closely manage labor to eliminate phantom payroll as well as to give project managers time to approve and properly code labor hours prior to sending the data to payroll."

The Need to go Mobile

When Kuehn saw UPS and FedEx tracking packages using a mobile device, he searched for similar applications to help him meet Scott Contracting's objectives. He saw that being able to monitor labor, equipment and materials at a job site would provide the visibility into production he desired as well as provide a tighter means of cost control. Kuehn said, "We wanted a highly-configurable, functionally-robust solution that would quickly accommodate our business processes...and that integrated seamlessly with our ERP system."

Scott Contracting called ICS to inquire about the Equential line of mobile applications for construction, field services, sales and more. "We wanted a business partner with a strong customer base, high-levels of customer satisfaction, a project team that understood our business, and applications that would flexibly fit our business process requirements," Kuehn commented.

After a quick two-week software implementation, Scott Contracting was ready to deploy Equential in the field.

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Results

"The Equential software, running on Psion Teklogix handheld devices, is an integrated system that fully meets our needs," said Kuehn. "Not only have we eliminated redundant manual processes, we now know exactly what it costs to lay 4", 8" or 12" pipe, make curbing, etc. That's a tremendous competitive advantage for us."



Scott Contracting can now also:

- provide supervisors with daily feedback as to their production and profitability
- make decisions on active field projects to improve efficiency and profit performance
- align management goals with crew goals through immediate information feedback

Kuehn also expects to save 3% - 10% of labor costs by using real-time scanning to track actual clock-in/out times. "At \$35 per hour (fully burdened), saving 10 minutes per day per person adds up fast. In fact, that adds up to more than a weeks pay per person per year," he added.

"It's also a great advantage for us to be able to track production as it occurs. This way, we know early in the project if we will meet our production and profit objectives," Kuehn said.

Equential also helps Scott improve estimating, schedule preventative maintenance on their equipment, and track FOG (fuel/oil/grease) usage.

"Without a doubt, this is a huge competitive advantage for Scott Contracting. We are satisfied with Equential and their team and also are pleased with the Psion Teklogix devices. We're just a few months into the project and we are already extremely satisfied with the results...and we expect them to improve," Kuehn concluded.