

Alterman Electrical on Automated Financial Processes



VIEWPOINT
STRATEGIC PARTNER



Alterman
employee owned
WIRED FOR EXCELLENCE
SINCE 1923





VIEWPOINT®
STRATEGIC PARTNER

Customer Success Story



Karen Lawhead

Director of Finance
Alterman Electrical Contractors

Responsibilities:

- Oversee Accounting Department
- All Financial Reporting and Analysis
- Strategic Planning and Forecasting
- Member of Leadership Team

Customer Company Background

Alterman has provided electrical construction on many of San Antonio's most impressive landmarks and contemporary structures. Alterman is an EC&M Top 50 market leading electrical contractor focused on safety, quality, and customer satisfaction with a strong commitment from our employee owners to excellence throughout the organization.

Operating Since: 1923

Head Office: San Antonio, TX

Annual Revenue: \$150 Million

Number of Employees: 800+

Accounting System: Viewpoint Spectrum Enterprise with Entities and Cost Centers

Specialties: Industrial, Service and Low Voltage Electrical Construction

Company Website: <https://goalterman.com/>



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CHALLENGES



Concerns

SYMPTOMS

Version Control

Formula Errors

Security Issues



UNDERLYING PROBLEMS

Collaboration was sparse

Manual consolidation
from department heads

Concerns

SYMPTOMS

Financial Statements
took a long time

to generate each
month



UNDERLYING PROBLEMS

Complexity of data required
due to business growth

Limited time spent on analysis
due to manual efforts on
consolidation

Concerns

SYMPTOMS

Bringing job costs,
project data, and
Financials together
for executive
reporting



UNDERLYING PROBLEMS

Lack of insight into
real-time decision
making based on
data trends or
projections

Weighing Solutions



A solution that could replace the time-consuming process of Excel-based budgeting and forecasting



A solution that could be deployed in the Cloud to meet the migration needs of our company



Needed to more efficiently produce our data, allowing for more time to review and analyze



A tool that would be intuitive, adoptable, and integrate within our current accounting systems

Deciding Factors

Seamless
integration with
Spectrum

Strong
relationship
with our ERP
provider -
Viewpoint

Depth of
functionality

Ease of
adoption with
Excel-like
features

Ability to grow
with a solution

Visibility into
data to affect
project
timelines

RESULTS



Implementation Process



Execution Phase

2 Weeks Total

Data from GL, Personnel, and Job Cost.



Future Plan

Integration with Purchasing and Estimating Software.



Goals

Within First 3 Months of Implementation

Financial statement presentation for the overall company, and varying presentation of our P&L by profit centers and cost centers.

Improved Analysis

Budget
creation time
cut in half

Comparison of
actual to
budget and
forecast

Tie real-time job-
related data to
the company
forecast

Analysis of job
financial
progress
throughout the
project



Data Driven Decision Making

I/We are able to focus on:

1

Manpower Utilization

personnel planning for allocation of project, job and employee costs.

2

Revenue Predictions

create, manipulate and adjust on-the-fly due to fluctuations in incoming revenue.

3

CapEx Planning

insight into how additions, depreciations and repairs will impact the company bottom line.

4

Budgeting

create accurate budgets that are automated in a fraction of the time when using Excel previously.

We've added a Financial/Business Systems Analysis position so now I'm able to engage in the design phase of any Prophix related project but then turn them over to her for creation and testing freeing me up to focus on more strategic functions of my position. **I highly recommend.**



Prophix Software
www.prophix.com

Viewpoint, a Trimble Company
www.viewpoint.com

Alterman Inc
www.goalterman.com

