



# **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/





### 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



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

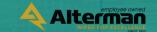
Depth of functionality

Ease of adoption with Excel-like features

Ability to grow with a solution

Visibility into data to affect project timelines









### 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 jobrelated data to the company forecast Analysis of job financial progress throughout the project



### **Data Driven Decision Making**

I/We are able to focus on:



#### 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

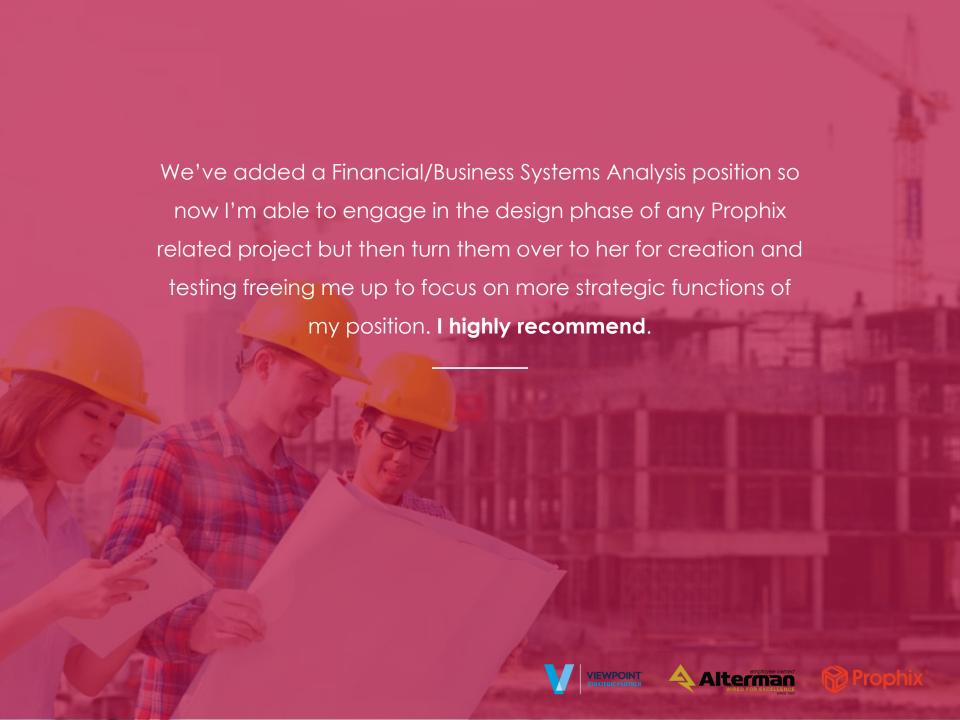
#### Budgeting

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









# Prophix Software www.prophix.com

Viewpoint, a Trimble Company www.viewpoint.com

Alterman Inc www.goalterman.com





