Prophix®

3 Signs

It's Time for
Contractors to Invest
in Better Data

Introduction

As the pace of the construction industry accelerates, you need to understand how your data impacts your business. Every day you are challenged with decisions that will influence the future of your company. Whether you need information on your key business metrics or your jobs, your data should be easily accessible.

Construction companies generate a lot of data, including statistics about site workers and their skillsets, the amount of money you've made (or lost) on projects, your safety and compliance records, and critical information on your daily operations.

To share this data with your project teams, you need to ensure your numbers are accurate, easily accessible, and outline how to improve your future endeavors.

Here are three clear signs that it's time to invest in better data for your construction company.

1

You Feel Like You're Micromanaging Your Workforce

At a time when the rate of worker turnover in construction is 21.4 percent, you want employees to feel valued, not stifled.

Managers have enough on their plates without doing the work of ten other people. So, why do you feel like you need to keep a close eye on your employees?

Multiple calls each day to your project managers and superintendents could signal a data problem. You don't know what's happening on-site, so you're constantly worried about the status of your projects.

Data management can keep you up to date on supply deliveries, worker presence on-site, and the status of your next milestone. When you have visibility, you don't feel the need to constantly check in with managers, freeing up valuable time and headspace in your day.

Solution:

Empower Your Teams with Centralized Data

With self-service interactive Dashboards from Prophix, everyone - from your executives to your project managers - can access your financial data and KPIs to identify projects at risk. Monitor your daily progress with real-time visual analytics. Compare your actuals to your budget by any dimension, such as hours worked, raw material usage, or total costs by work order.

Prophix centralizes your financial data and syncs your project job cost information with your accounting. When your team has access to up-to-date information in a unified system – everyone wins.

" "As we continued through our model development, the seemingly limitless potential of Prophix was astonishing, as compared to our previous budgeting software. To 'reframe the usual,' we incorporated our entire job cost module, including metrics for analysis. This allows both a macro view of our financial data and enhances the analytics by including visibility at a granular level ." *Amy Sallee, Controller*

ELECTRA LINK

Read Electra Link's story on how they use Prophix for connected planning.

2

You're Constantly Over Budget and Behind Schedule

It's the same thing with every project you take on. You start with the best intentions to keep things on track, only to have unexpected elements derail your schedule and budget.

An estimated 75 percent of projects run over schedule, and a little less than a third make it within 10% of their allotted budget. It's become something of an industry standard.

With Corporate Performance Management (CPM) software, you can ensure your project planning is backed by accurate data. The resulting schedule and budget can help you set realistic expectations and feel confident in your ability to follow through.

Solution:
Accurately Plan for Project Profitability

With Prophix, you can centralize your financial data and ensure your project job cost information is always in sync with your accounting, estimating, CRM, and project management systems. Understand your data from the bottom up by deep diving into your work-in-progress (WIP) reports. Prophix's easy-to-use interface allows you to drill down, slice, and dice your job cost data so you can analyze your WIP reports to prevent margin fade.

"Forecasting job revenue has vastly improved with Prophix. We now interface our ERP, project scheduling, and bid management platforms with Prophix. Previously, we were gathering multiple spreadsheets for 100+ different projects with estimated monthly billing and compiling it all into a single Excel spreadsheet. We can now forecast production based on actual quantities coming from MS Project and compare it to the budget to determine if a project is tracking on margin ." *Marty Gardner, CFO*

Read how Wilson Construction saved two weeks per month on reporting in their case study.

3

You Feel Like You're Guessing When You Bid

Bidding on a job should be precision work that considers site characteristics, material costs, and labor and skill levels requirements. Without a frame of reference for predicting these costs, coming up with accurate numbers becomes more of a guessing game than a thoughtful calculation.

Readily available historical data, along with CPM software for analysis, can provide a more accurate picture of what the job entails so that bids will better reflect what's likely to happen.

Solution:

Feel Confident When You Bid with Resource Management

Prophix offers a collaborative approach to resource management, allowing you to monitor your current resource levels on each job and identify areas for adjustment.

Many contractors are still relying on multiple data entry systems, which makes it difficult to track labor and equipment schedules, manage timesheets, and monitor equipment rates. To ensure job success, contractors need a holistic view of each project at any given moment – this is where Prophix comes in.

" "We were bidding on jobs and trying to get jobs, and we didn't have any supporting data on whether or not we were actually going to be able to support that job, or if we would be able to effectively complete that job. We're now able to project that type of information with Prophix."
Leiah H., Business Systems & Financial Analyst, Alterman Inc

Alterman *employee owned*
WIRED FOR EXCELLENCE SINCE 1923

Hear from Alterman Inc. how they use Prophix to deliver quality projects on budget and on schedule.

What Better Data Can Do for You

Most construction leaders collect some form of data. They may have accounting systems, which capture information about past projects, and management software that tracks schedules, budgets, and workforce information. While data about bidding is housed in their estimating software.

The problem with this approach is the possibility of errors in disconnected systems. One recent study estimates that bad data cost the global construction industry over $1.84 trillion in 2020. Accounting with Excel means you have to manually input hundreds of formulae, which can result in misentered amounts that impact your decision-making.

Even if the data is correct, single strings of information on their own don't provide the depth and context you need for a comprehensive picture of your company's health.

You need data that's easily accessible, centralized in a single place, and in a format that allows you to drill into the details to find answers.

Be more confident in your decision-making with Prophix. Our CPM software illuminates possibilities by combining your past performance with real-time tracking.

About Prophix

Your business is evolving. And the way you plan and report on your business should evolve too. Prophix helps mid-market companies achieve their goals more successfully with innovative, cloud-based Corporate Performance Management (CPM) software. With Prophix, finance leaders improve profitability and minimize risk by automating budgeting, forecasting and reporting and puts the focus back on what matters most – uncovering business opportunities. Prophix supports your future with AI innovation that flexes to meet your strategic realities, today and tomorrow. Over 1,500 global companies rely on Prophix to transform the way they work.

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