PRONOVOS®

FROM BIDDING TO BUILDING

THE 3 WAYS CONTRACTORS USE CONSTRUCTION INTELLIGENCE TO SCALE THEIR BUSINESSES

PRONOVOS

WE TURN CONSTRUCTION DATA INTO POWERFUL BUSINESS INTELLIGENCE FOR CONTRACTORS

ProNovos is a construction intelligence cloud that empowers contractors to run more efficiently by connecting teams, automating reports and clarifying company and project trends.

26,881	**$6B**	**1,000+**
managed projects	managed revenue	users

We save probably a good 10 hours a week of just extra data entry. When you are running anywhere from 10 to 20 projects at the time, it is a lot of extra work when you are putting them into two different systems. By making the switch to ProNovos we are saving over $50,000 a year.

— Scott Marko, President, *Zernco, Inc.*

OTL — RAMPING UP EFFICIENCY WITH DATA WAREHOUSING

Data warehousing for construction contractors continues to be a highly relevant topic, given the continuous growth of safety, project, accounting and preconstruction data being produced by today's construction firms.

Data Warehousing for Construction Contractors: OTL's Experience

ProNovos integrates with all of the other accounting systems in the industry, such as Sage and Viewpoint, along with leading project-management, safety and other construction apps.

Based in Anaheim, California, Zimmerman's design-build contracting firm is known for its rock work, themed environments and specialty water feature projects for commercial properties all over the country.

As a result, OTL's pipeline produces a lot of data. In Orr's view, Zimmerman has been extraordinarily proactive and creative in working with ProNovos to get more out of this information.

"Wick's approach, which the CEO explains in the webinar with specific use cases and dashboard screen-shares, really points to the power of a construction intelligence cloud," Orr says. *"We always enjoy geeking out with Wick, who shares our passion for the potential of construction data to revolutionize the industry."*

OTL's Creative Approach to Data Warehousing with ProNovos

An engineer by training (not to mention a veteran aviator), Zimmerman is perfectly at home sifting through complex datasets. However, the CEO prefers to use ProNovos dashboards when seeking to ferret out project or company trends, particularly those that look out of place. He calls this approach "managing by exception." It could mean using the data to figure out why one project did far better than another, or taking a closer look at particular KPIs that seem to be lagging historical norms.

"Even though I'm an engineer by trade, I am a visual person," Zimmerman says. *"Running a company, I much prefer to see a visual representation and summary information, as opposed to having to read pages and pages of reports to get the information I'm looking for."*

"Cash is king to all contractors," he observes. **"Our ProNovos dashboards give us a good overall picture."** ■

ZERNCO — SAVING MONEY & TIME WITH PM DASHBOARDS

Prior to signing up with ProNovos in 2020, Zernco, Inc., already had a project-management platform for handling RFIs, drawings, photos, submittals, safety forms, daily logs and the like, and President Scott Marko and his teams were happy with the way the software performed in the field.

At the same time, Zernco's robust project pipeline was producing a lot of data. With a strong focus on retail and business facilities such as restaurants, c-stores and supermarkets, Wichita, Kansas-based Zernco has built more than 7,000 projects in 34 states since 1991.

To handle all of that data more efficiently, Marko wanted the company's project information to flow right into Zernco's construction accounting system. This would eliminate the need to manually enter data into both systems. In addition, admins would no longer have to spend time rechecking those double entries to make sure the numbers lined up.

Since the project-management platform Zernco was using couldn't do that, Marko began looking for another option. He discovered ProNovos through a fellow member of the Construction Financial Management Association (CFMA).

After ProNovos: Integrated Systems, Substantial Savings

Today, Zernco pulls accounting data into ProNovos in real time. This allows project managers to do all of their cost-to-complete forecasting in the new platform. *"The project managers can make adjustments to line items in the project budget, and those adjustments then show up in our work-in -progress report,"* Marko explains. *"It gives us the ability to see the financial health of each project at a glance. Before, the process of making adjustments to forecasted costs-to-complete was very manual. The integration of the two software platforms is where the time savings comes in."*

The company president reports saving at least $18,000 a year on labor costs as a result of eliminating those double entries. *"When you combine that with ProNovos' much-lower software fees, we're saving at least $50,000 a year,"* he said.

With the project-management dashboard up and running, the next step is to finalize Zernco's new ProNovos-designed WIP dashboard. *"We'll be able to see real-time profitability on all of our current jobs in that dashboard—things like what has been billed and details about the current contract and any change orders."*

Today, despite the economic challenges associated with Covid-19, Zernco is as busy as ever, so having access to those analytics will come in handy, Marko says. Lastly, he has been pleased with ProNovos' customer service. *"How often do you have the CEO of the software provider get on the phone with you to tweak things?"* Marko said. **"ProNovos has customized these dashboards for us based on our specific needs. A lot of companies won't do that."**

GLY —
GOING DATA-CENTRIC BY PARTNERING WITH PRONOVOS

For construction companies, properly analyzing labor data, and utilizing the insight gained from this information, is an essential part of creating precise estimates that ensure projects are completed on time and on budget. A construction company's data should be as accurate and reliable as possible; if it's not, the company risks negative outcomes like cost overrun and margin erosion.

GLY Construction, a privately owned construction company based in Bellevue, Washington, relies heavily on its data to make key decisions. As an organization that understands the importance of data-driven decision making, GLY recognized the opportunity to enhance its efficiency and accuracy through real-time cost reporting technology, and move away from the semi-manual, spreadsheet-intensive process the company used for labor productivity reporting.

"The key areas we wanted to address were the manual nature of our process and being able to give accurate feedback to our estimating department. We also needed the ability to deliver actionable information throughout the organization, from our foreman to senior leaders," Andy Hough, IT Director OF GLY says.

To address its issues, GLY has deployed ProNovos, a cloud-based construction analytics software solution that enables construction companies to achieve a comprehensive analysis of their enterprise. As a result, GLY is able to produce reports with little to no reliance on spreadsheets, and consistently provides high-quality labor productivity data to its estimating department within minutes.

The Business Challenge

A staple in Washington state's Puget Sound area, and now in its 54th year in operation, GLY has built success and influence in the construction industry due in part to the company's ability to recognize opportunities for organizational improvement and apply necessary changes to ensure growth.

Prior to testing ProNovos, GLY conducted labor reporting through a semi-manual process that involved extracting data from the company's Sage 300 system into Excel spreadsheets and workbooks.

Using spreadsheets for reporting carries risks GLY wanted to eliminate, and a major emphasis was put on improving data accuracy. Risks associated with using spreadsheets for reporting included not being able to globally control calculations, time-consuming maintenance requirements when updating or changing aspects of a report, and forecasts being limited to the individual spreadsheet into which forecasting data was input.

Another issue was the multi-step process. This provided a key opportunity to use LEAN principles and ProNovos' functionality to achieve substantial efficiencies. Using automation, GLY eliminated the need to extract data from Sage 300 on a weekly basis to load into multiple spreadsheets – a change that has saved GLY a substantial amount of time and effort.

In addition, GLY's labor reporting was project-centric, meaning labor data could not be efficiently evaluated across multiple projects. This made it difficult for the organization to gain a "big picture" understanding of its labor productivity. Recognizing an opportunity for improvement, GLY began a process to determine requirements for a solution. To conduct this process, GLY received input from members of the company that spanned the organization, including senior executives, superintendents, project managers and project engineers. After a meticulous process to determine requirements, GLY began its search for a solution.

"We contemplated a number of different approaches," said Hough. Among the solutions considered by GLY were developing its own reporting platform, as well as a number of other third-party software solutions; however, when the company made its final decision, they chose ProNovos.

A Cost-Effective Solution

After discovering ProNovos, GLY became immediately intrigued with the solution's capacity to not only address its labor reporting issues, but its enterprise-wide reporting needs, as well. Following the conference, GLY engaged in several discussions with ProNovos that ultimately led to the company adopting the solution.

"They built a proof of concept for us, which demonstrated a commitment to understanding our business, and is a model I like best," said Hough. *"You can't buy BI software, keep it up to date and train people on it for the same value that ProNovos offers."*

The team at ProNovos worked closely with GLY to extract data from the organization's various business systems, including Sage 300, and assisted the company in creating the custom report necessary to enhance its labor productivity management.

For GLY, deploying ProNovos provides a number of benefits, including:

01 — **Reducing** the organization's use of spreadsheets for reporting

02 — **Improving** labor productivity reports and processes

03 — **Enabling** the organization to consolidate data across projects for greater insight

04 — **Making** the report-generation process more efficient through automation

05 — **Providing** access to data from anywhere with ProNovos' mobile functionality

Long-Term Partnership

In 2020, GLY formally recognized ProNovos as its enterprise partner for construction data analytics. *"We now do all of our weekly labor reporting through ProNovos, and our project teams are using the platform to forecast labor, determine productivity rates and claim quantities, hours and costs,"* said Joe Bonacci, CFO of GLY, in a press release announcing the agreement. *"With respect to accuracy, ProNovos is superior to semimanual, spreadsheet-based approaches, which can be error-prone as a result of data-entry mistakes and broken formulas."*

In addition to labor-reporting, GLY has partnered with ProNovos on data initiatives related to equipment-management and general ledger.

"We're now using ProNovos as our corporate dashboard," says Andy Hough, IT Director of GLY. *"Bruce and his team advised us as we built out our data warehouse and ramped up our data-cleanliness. By integrating more data streams into ProNovos' analytics engine, we have been able to make better decisions in the office and the field."* ■

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