

CASE STUDY

HALDEMAN HOMME INC.

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TO VISTA BY VIEWPOINT TO
POWER ITS GROWTH

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Haldeman-Homme, Inc. [HHI] is a GC/specialty contractor based in Minneapolis, Minn. They are a leading supplier to education, healthcare, industrial, government and corporate markets and a full-service supplier of quality products, as well as design, construction, project management, installation and service.

◀ STUDY SUMMARY ▶

CHALLENGES:

- + Data siloed in different departments
- + Lack of collaboration, insight into projects
- + Existing software was a bottleneck

SOLUTION:

- + Vista™ easy-to-use
- + Provides customizable functionality
- + Integrated solution for entire organization

RESULTS/ROI:

- + Streamlined processes with one source of data
- + Significant time savings
- + Faster projects with more insight
- + Reduced errors and mitigated risks
- + Software that spurs and manages growth instead of containing it



CHALLENGE

With new business opportunities coming online and strong growth forecasts, HHI quickly realized that its Sage Timberline ERP was a bottleneck within the organization. With data in silos, no functionality to help project managers do their jobs efficiently, and poor customizability, HHI was forced to create spreadsheet workarounds outside the system and endure double data entry and slow processes.

The rapidly-growing company needed a completely integrated construction ERP solution with a full range of capabilities and functionality to support that growth—a software solution that provided the customization necessary to take HHI's business operations to the next level.

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My favorite thing about Vista™ by Viewpoint is probably how flexible and customizable it is.

Chris Betlach, IT Director, Haldeman-Homme, Inc.





SOLUTION

HHI turned to Vista™ by Viewpoint, which provided a complete construction ERP solution that was easy to use and customizable to fit the company's specific needs.

Chris Betlach, HHI's IT Director, noted that there was a strong need for a program that was very project management focused—one that could be accessed anywhere from the field remotely, and that seamlessly integrated into other systems, like accounting. The goal was to tear down the walls between departments using different systems and data sets and instead create a true collaborative environment with the office, team and field all working together, and with the same information. The company also needed a system to streamline processes that were eating up valuable time—both in the back office and field—and had the ability to easily create specific, detailed reports via Microsoft SQL. Vista, Betlach said, not only provided the functionality HHI needed, but proved to be a scalable construction software solution that allows the company to grow dynamically.

All of the company's contracts and job costing information now live in Vista and the software shares data between accounting, estimating, project management, sales and other departments—removing departmental silos and creating a one-stop construction management solution for the company to work from.

Customization and flexibility in the software was a key requirement when HHI looked at various construction software packages, Betlach said. And Viewpoint delivered. HHI is now able to add custom fields or rename fields within Vista to fit with HHI's business needs. This allows the company to use the software without having to alter the way it does business. Further customizations let HHI store additional information to user databases, yet all data remains completely integrated throughout Vista.



SOLUTION CONT.

Other customizations include easily-created shortcuts within the software for quick data lookups or writing custom SQL codes to streamline data and workflows. The company also utilizes About Time's employee time tracking software integration with Vista, which has significantly cut down its payroll processing time and reduced errors.

Implementation went smoothly with data migration taking place over a weekend—without any suffering any critical downtime in operations. HHI's implementation team worked closely with Viewpoint, which was there every step of the way to ensure the process went smoothly. Vista training professionals took the time to get HHI staff fully ramped up in using Vista to make sure they were getting the most out of the software.

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I really enjoy being able to put my original estimate into Vista and seeing how the job turns out.

Mike Radke, Director of Pre-Construction, Haldeman-Homme, Inc.





RESULT

By implementing Vista, HHI has effectively met its goal of tearing down departmental walls and streamlining processes throughout the organization.

Mike Radke, HHI's Director of Pre-Construction, said there is now significantly more insight and accountability into the individual projects the company manages. Those projects range in scope from \$10 sales to multi-million-dollar projects. The seamless integration between departments allows for data to flow in real time—to the people that need to see it when they need to see it.

One of the key areas where HHI realized improvement was with its project management processes. The data flowing efficiently across all departments means there are fewer project delays. Projects get built quicker, with more oversight. And, as Megan Gruning, HHI's Assistant Treasurer, noted: "When we were with Sage, accounting had all of the information and we would have to send out reports to project management or to managers." Now, project managers can see job costs in real time, they can approve all AP invoices related to their projects themselves, and they can spot early warnings if something about a project is off track so that they can correct it before it goes off the rails.

"Accounting was really a bottleneck to our workflow before," Betlach said. "Now our project managers can cut POs in the middle of the night or on the weekend, and get into the accounting information they need, where previously they had to wait for accounting to do those processes."

“

Viewpoint has been a partner in helping us grow and expand, and is responsive to us making changes and adapting quickly because, for us, that's something that happens all the time.

**Ken Villone, Supervisor of Project Management-
Midwest Division, Haldeman-Homme, Inc.Inc.**

RESULT_{CONT.}

HHI has been able to mitigate risks and reduce operating costs with Vista through deeper oversight and workflows built around once-cumbersome processes. And, the company has increased sales without having to increase accounting staff. “I think we were kind of stuck with Sage and we weren’t going to be able to grow as quickly as we did with Vista,” Gruning said.

VIEWPOINT.com

ABOUT VIEWPOINT

Viewpoint, a Trimble Company, is a leading global provider of integrated software solutions for the construction industry. Viewpoint software enables customers to integrate operations across the office, team and field to improve project profitability, enhance productivity, manage risk and effectively collaborate across the broad construction ecosystem. With nearly 8,000 clients, including more than 40 percent of the ENR 400, Viewpoint’s innovations are transforming the construction industry by fully integrating operations across financial and HR systems, project management tools and mobile field solutions.

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