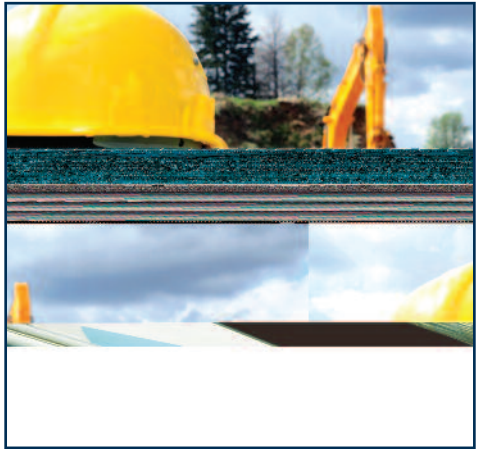


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# GCM

## GCM SYSTEMS, LLC

CONSTRUCTION TECHNOLOGY SOLUTIONS



SAGE TIMBERLINE OFFICE

COMMITMENT • EXPERIENCE • SOLUTIONS

## The GCM Difference

**R**emaining competitive in today's construction business environment requires an efficient use of technology. From job costing, project management and payroll to accounts receivable and cash flow, Sage Timberline Office addresses construction companies' technological needs. Helping contractors compete in the marketplace and enhance their bottom line is the most important mission of GCM. We provide the expertise and business acumen to help your business gain that extra edge for long-term success and growth.

Our difference is ingrained in every facet of our organization, culture and proactive response to your information technology needs. From the unparalleled expertise of our systems consultants to the wide range of services we provide, excellence is our goal and our mandate.

Since the mid-80's hundreds of contractors, many of them among the top performers in their specialty rely on the skill and experience of GCM professionals. From needs assessments through ongoing technical support, our team helps clients maximize and optimize their use of technology. We stay ahead of the curve to enable clients to use the best software products available. Our team simplifies the transition and offers personalized services that minimize disruptions to business operations and employee work flow.

With client satisfaction as our driving force, we have chosen Sage Timberline Office, the fully integrated construction software system, as the technology solution of choice. We're a service company; our software needs to serve as the ultimate solution to our clients' needs.

## Accounting

From payroll and job costing, to receivables and cash flow, Sage Timberline Office automatically tracks the facts.

- Stay on top of costs and revenue, subcontracts, purchase orders, and all the rest to identify the variables that impact the bottom line.
- See up-to-the-minute actual and committed cost information to improve the accuracy and timeliness of your billings.
- Keep in touch with clients and on top of receivables to proactively manage your cash position.
- Manage the details of your customer agreements in one convenient location to drive billings, receivables processing, and change orders.
- Enhance payroll productivity and labor cost management by entering information directly at the job site.
- Manage the details of equipment cost, revenue, and usage to help you maximize return on investment.
- View and track all your cash transactions to reconcile them with your company's bank statements and general ledger.

## Estimating

Sage Timberline Office estimating software provides mechanical, electrical, plumbing and other contractors flexibility, speed, and precision for estimates, bids, and budgets.

- Easily create and manage detailed estimates.
- Save time and add precision by keeping your database current with all the latest Trade Service items and pricing.
- Deliver customized professional-looking reports for clients and key decision makers with easy-to-use reporting capabilities.
- Transfer your estimate into scheduling software to jump-start project schedules.
- Quickly assess work complexity and break down estimates.

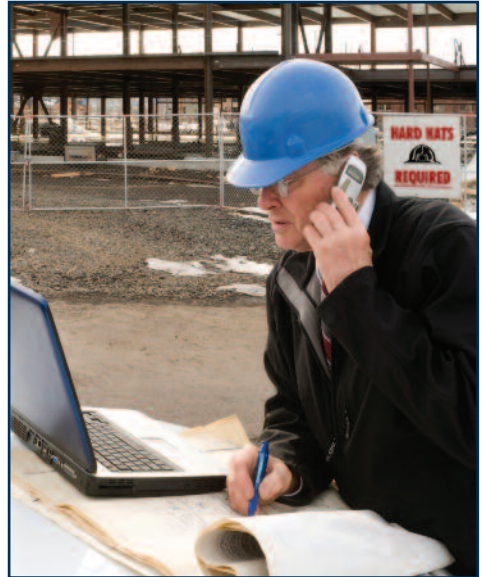


## Client: Contractor

**Challenges:** A client was having major difficulty in meeting all of the reporting requirements mandated by the federal and multiple state governments, local unions and their customers. In addition, the client's existing accounting system required them to enter and reenter the same information multiple times on a regular basis. Their existing system was slowing down the entire operation, and increased the need for staff to enter and reenter this onerous amount of data, costing them valuable time and hampering productivity.

## Procurement

Turn detailed estimates into RFQs, select vendors, and start the purchasing process. Generate purchase orders, track change orders, issue receipts, and invoices all from a single database. To top it all off, the figures from your procurement suite lock directly into the rest of your Sage Timberline Office software — including key accounting applications such as Job Cost, Equipment Cost, Accounts Payable and Billing to eliminate redundant data entry.



## Project Management

With all the facts in one central database, and inquiries and reports that are easy to customize, Project Management enables you to identify issues before they grow into problems.

- Get a bird's-eye view in quick, convenient glances: contract status, billing, cash flow, job-to-date benchmarks, pending costs, and more.
- Give project managers live, up-to-the-minute cost and project detail for aid in solid decision-making.
- Eliminate workflow redundancies and save time, simplify, and completely tie together approval processes that flow between accounting and project teams.
- Keep track of RFIs, submittals, purchase orders, subcontracts, and change orders in one central system.
- Instantly log all project correspondence sent using Microsoft Outlook e-mail, Word and Excel in Sage Timberline Office's central database for easy monitoring and quick dispute resolution.

# Sage Timberline Office Case Study

**GCM Solution:** GCM conducted a full needs assessment, identified the problem areas, and recommended and implemented a fully integrated accounting system solution. This allowed our client's data to be "touched" only once and helped the information flow throughout the entire system. The field operations were linked to the office; project management was linked to accounting; management reporting and analysis became a simple process; all of these functions were completed on a timely basis.

## Reporting and Other Tools

Your software system is only as valuable as the information you can pull from it—when and how you want it to appear.

- Organize all important documents and files for fast, easy storage, routing, and retrieval.
- Put accounting reports and inquiries on any employee's desktop.
- Provide customized, read-only data access for anyone who needs it.
- Supply the team with the ability to create new reports or modify the more than 700 standard ones.
- For presentation-quality reports, transform your information with Crystal Reports' easy-to-use design tools for a professional look to call your own.
- Easily exchange information between Sage Timberline Office software and most other commonly used programs.

*“Putting our business in the hands of GCM has been one of the smartest decisions we have ever made. We have been consistently delighted with the service they provide and frequently recommend them to our colleagues.”*

*– Satisfied GCM Client*

## Service Management

Streamline dispatch, automate billing, fine-tune inventory, and improve communication with customers, suppliers, subs and technicians. Service management is a complete system that puts you in control of field purchasing, service agreements, and warranties, as well as preventive maintenance.

Because the service management suite is fully integrated with accounting, your accounts payable vendor information, invoices, purchase orders, and other financial details get entered one time, on time. The result is efficiency, coordination, and control.



**Result:** The client was able to meet all of their reporting requirements to outside parties, electronically submitting data and reports. This enabled them to focus on their core expertise—field production and job profitability—all while reducing office personnel expenses.

# **GCM Professional Consulting Services**

## **Operational Review Services**

It is easier for a trusted outside advisor to identify areas within your business that could be enhanced or improved upon. Don't get stuck doing things "the way they've always been done." The use of suitable technology saves your company valuable time and money.

## **System Design**

Needs Assessment – We help you understand areas where technology can greatly improve your company's efficiency and profitability.

**Hardware Procurement** – We help you determine exactly what hardware is necessary to meet your current and projected goals.

**Software Procurement** – GCM Systems takes a proactive role and works hand-in-hand with you to analyze and implement the best software solutions that deliver results.

## **Custom Programming**

Customization is often required to meet your specific needs. We design your programs to be most useful to your organization, before you even start working with your new system. This service is crucial to the success or failure of any new system.

## **Networking Services**

Whether we connect you to your office next-door or your offices across the country, we help link you to the people who matter most to your business in "real time." Your team will be able to work on the same system and share updated information. This increases productivity and the ability to remain competitive in today's business world.

## **Disaster Recovery Planning**

Proactive planning can help protect your business from disaster. We design systems and procedures that permanently preserve your company's critical information. Our comprehensive planning will provide continuity to your business and help prevent disaster.

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