Swinerton Optimizes Project Delivery, Enhances Compliance Management, and Strengthens Communications with CMiC's Construction ERP

Founded in 1888, Swinerton is a distinguished national general contractor with a remarkable history of forward vision, drive, and growth. Initially starting as a brick masonry and contracting business in California, the company has witnessed and adapted to many changes brought about in the 135 years since it began.

Today, Swinerton operates 21 offices across the United States, backed by the stability of a $5 billion company and a robust national network of resources. Whether working in small towns or major cities, shaping landscapes, and defining skylines, the company brings customers' visions to life.

Swinerton's success is rooted in a culture of innovation and flexibility, operating with accountability and integrity. Regardless of the size, location, or

complexity, Swinerton is known for its responsive approach to every project challenge, a testament to the company's unwavering commitment to its clients.

The firm is 100% employee-owned, boasting over 4,000 diverse and passionate employee-owners nationwide. This ownership fosters a distinctive sense of pride, drive, and integrity among Swinerton's people, marked by collaborative offices and project teams who ensure successful project delivery and peace of mind.

Swinerton's leadership draws on decades of experience and a tradition of stability to maintain an open-door style of management and dedication to the livelihoods of employees and clients. The company is committed to attracting incredible talent to the industry and developing skills and leadership. Through continuous learning and development opportunities, Swinerton supports employee growth in their current roles and prepares them for future career advancement.

As a company, Swinerton's expertise spans a broad range of construction services, including nationwide teams adept at handling projects of all scales and types. Areas of expertise include:

- **Preconstruction.** Swinerton prioritizes preconstruction with accurate cost models and real-time estimates.
- **General Contracting.** The company manages construction processes to minimize change orders and maintain budgets and schedules.
- **Construction Management.** Swinerton offers comprehensive management services including budgeting, scheduling, and value engineering.
- **Design-Build.** Clients benefit from Swinerton's extensive industry experience in design-build services.

Swinerton serves a diverse range of clients in various sectors including commercial office, retail, multi-family residential, hospitality, healthcare, education, energy, and entertainment. In addition to customer relationships, Swinerton is deeply involved in community engagement through programs such as Swinerton Cares and The Swinerton Foundation, aimed at expanding the accessibility of construction education and changing the perception of the industry.

Swinerton's Business Challenges: Fragmented Software Systems, Inadequate Field Tools, Subcontractor and Compliance Issues

Before Swinerton's partnership with CMiC, the company encountered several significant challenges that affected operations and efficiency.
These challenges included:

1. Fragmented Software Systems:
Swinerton grappled with the use of multiple disjointed software systems for various tasks. This fragmentation led to several issues, such as:
- Inefficiencies in integrating data across different platforms.
- Difficulties in managing multiple account managers for each software.
- Challenges in consolidating and analyzing data from disparate sources.

2. Inadequate Field Solutions:
Field employees faced hurdles in executing their tasks efficiently due to the absence of a robust field solution. The issues included:
- Limited access to essential tools and information while on-site.
- Hindered productivity and delays in project

progression due to the limited access.

3. Lack of Industry-Specific Features:
Previous software solutions were not specifically designed for the construction industry. This gap resulted in:
- Inefficiencies in critical areas like payroll, job billing, and job cost management.
- A general lack of tailored features necessary for streamlined construction project management.

4. Inefficient Subcontractor and Compliance Management:
Managing subcontractors and compliance proved a cumbersome task characterized by:
- Delays in compliance tracking and inefficient management of subcontractors.
- Last-minute rushes to meet compliance requirements.
- The absence of an integrated system to handle specific needs, such as lean waiver tracking.

5. Limited Data Analytics and Real-Time Reporting:
Prior to the adoption of CMiC's solutions, Swinerton's data management challenges included:
- Difficulties in accessing, analyzing, and effectively utilizing data for decision-making.
- The inability to create custom dashboards tailored to company needs.
- A lack of real-time data updates, necessitating specialized skills for data analysis.

Each of these challenges significantly impacted Swinerton's operational effectiveness and efficiency, ultimately leading to their decision to seek out CMiC's comprehensive, industry-specific ERP solutions.

Achieving Business Transformation with CMiC's ERP

Swinerton's journey towards selecting CMiC is emblematic of the company's commitment to integrating innovative technology with a long-term strategic vision. CMiC's reputation as a leading provider of unified, specialized software solutions tailored for the construction industry made it the perfect choice. The partnership leveraged CMiC's capabilities in enhancing project delivery, refining workflows, and fortifying communication between office and field operations, and is indicative of Swinerton's commitment to improving its employees' experience.

Key Business Benefits of CMiC for Swinerton:
1. **Unified Solutions:** CMiC's all-encompassing platform integrates Financials and Project Management, offering a cutting-edge model.
2. **Single Technology Partner:** Engaging with one vendor simplified communication.
3. **Enhanced Project and Document Management:** Robust management functionality significantly improved Swinerton's operational efficiency.

Key CMiC Applications they Incorporated into Swinerton's Technology Stack

To meet their business and technical requirements, Swinerton selected the following CMiC applications:

CMiC Financials
Swinerton leveraged CMiC Financials for real-time data visibility, ensuring consistent financial information from office to field operations. This included:

1. **Construction Accounting.** By offering robust financial reporting solutions, CMiC aids in managing revenue, costs, and financial practices. Key features include Revenue Management, Cost Management, Financial Reporting, and Financial Management. Swinerton implemented specific modules like Accounts Receivable, Accounts Payable, Job Costing, Job Billing, and Subcontracts.
2. **Project Controls.** Essential for budget monitoring, this feature allows Swinerton to stay proactive in managing project costs and schedules. It includes change management functionalities, providing tools for cost updates, managing orders, and

online change order processing.

Project Management
CMiC Project Management enables Swinerton to manage all aspects of project operations effectively, including collaboration, change control, subcontractor and material supplier management, bid management, and document management. It integrates seamlessly with CMiC Financials to provide verified transaction costs.

Swinerton also implemented **Prequalification and Procurement**. This application is designed to streamline subcontractor prequalification and bid invitation processes, thereby reducing risks and enhancing vendor procurement efficiency.

Workflow
With CMiC Workflow, users at Swinerton have been able to create sophisticated, customizable workflows, while improving transaction processing and response times to customers. Features include automated workflows and efficient message distribution, leading to improved stakeholder communication and operational efficiency.

Swinerton selected the Software as a Service (SaaS) model for its deployment, aligning seamlessly with their technology infrastructure and business strategy.

Strategic Advancements: Enhancing Business Efficiency and Customer Relationships with CMiC

After implementing CMiC's comprehensive suite, Swinerton experienced significant enhancements in various aspects of their operations. Tangible benefits included:

1. **Unified Operations Management.** With CMiC, Swinerton consolidated software tools under a single umbrella, streamlining management with a single account manager. This integration has led to more efficient operations, eliminating the need to juggle multiple software interfaces and support channels.
2. **Field and Enterprise Solution Integration.** The incorporation of both field and enterprise solutions by CMiC has revolutionized Swinerton's approach to construction management. The dual functionality addresses all aspects of their business, providing field employees with the tools necessary for efficient job completion and enhancing overall enterprise operations.
3. **Industry-Specific Module Optimization.** CMiC's dedication to the construction industry is evident in its tailored modules, such as payroll, job billing, and job cost. These modules, developed with input from construction experts, ensure relevance and effectiveness in Swinerton's operations, while also allowing for future scalability and continuous improvement.
4. **Advanced Analytics Capabilities.** Swinerton leverages CMiC's unique analytics solution, which provides real-time data access and custom dashboard creation without the need for programming knowledge. This feature has been a game-changer in understanding data trends and making informed decisions.
5. **Enhanced Collaboration and Compliance Management.** The ability to integrate additional tools with CMiC for lean waiver tracking and compliance has been invaluable. This functionality not only streamlines operations for Swinerton but also provides timely data and metrics for subcontractors and clients, leading to more effective project management and reduced risk of compliance issues.

Evolving Partnerships: Swinerton and CMiC Advancing the Future of Construction

As Swinerton celebrates over a decade of successful partnership with CMiC, the focus is now shifting toward a future of continuous evolution in the construction industry.

Lee West, Sr. Solutions Manager at Swinerton, reflects on the journey and the exciting prospects ahead:

> " I think one unique aspect when it comes to CMiC is the ability for the community to leave their fingerprints on the product. I'm really looking forward to having the client community partnering with CMiC to identify where to take it in the future. Finding and knowing that, yes, it's scalable, but it's not stagnant. "

For more information on CMiC's next generation construction ERP, please click **here.**

About Swinerton:

Swinerton provides commercial construction and construction management services throughout the United States and is a 100% employee-owned company. Recognized nationally since 1888, Swinerton is the preferred builder and trusted partner in every market it serves—proudly leading with integrity, passion, and excellence.

About CMiC:

As an industry pioneer, CMiC delivers complete and unified Financials and Project Management software solutions for construction and capital projects firms. CMiC's powerful software transforms how firms optimize productivity, minimize risk and drive growth by planning and managing all financials, projects, resources, and content assets—from a Single Database Platform™. With customers throughout North America and overseas, CMiC serves one-quarter of ENR's Top 400 Contractors and hundreds of small and mid-sized construction firms, from general and specialty contractors to heavy/highway and project owners. Over $100 billion in construction revenue is handled by CMiC annually.

sales@cmicglobal.com

+1 (416) 736-0123

www.cmicglobal.com

CMiC