



Atlantic, Gulf & Pacific Company Optimizes Invoicing and Builds Future-Ready Operations with CMiC's Robust Construction ERP



With a heritage dating back to 1900, Atlantic, Gulf & Pacific Company (AG&P), a renowned player in the oil and gas industry has distinguished itself in the fields of City Gas Distribution, Liquefied Natural Gas (LNG) Technology, LNG Terminals & Logistics, and Engineering & Construction.

Headquartered in Singapore, AG&P is a global force in developing LNG import and regasification facilities, as well as downstream city gas networks. They also offer comprehensive engineering and project management services for LNG and other infrastructure projects.



AG&P's expertise lies in providing clean, secure, and affordable natural gas to customers in emerging markets worldwide. Their integrated gas logistics platform encompasses the entire gas value chain, from sourcing to end-user delivery. The company is adept at offering practical solutions to infrastructure challenges, focusing on cost reduction, easy installation, accelerated construction schedules, and risk elimination. This approach ensures that assets become operational swiftly and efficiently.

In addition to development, engineering, procurement, and construction for onshore and offshore gas infrastructure, AG&P's services extend to LNG logistics, marketing, and direct delivery of natural gas to a range of customers, including industrial, commercial, vehicular, and domestic sectors. Their vast experience in LNG engineering and infrastructure construction for the oil and gas, power, and petrochemical industries, is coupled with a world-class safety record and exceptional end-to-end execution capabilities.

AG&P's commitment to establishing energy security, reducing greenhouse gas emissions, and enhancing the quality of life is reflected in their extensive ESG programs. Furthermore, through its subsidiary A.G.P./Alliance Global Partners, the company offers investment advisory and brokerage services across the U.S.

AG&P's U.S. operations have evolved from being a cost center to a revenue-generating entity. In just three years, the U.S. division has undergone a transformation, escalating from zero revenue to a projected \$25 million in 2024. This growth is attributed to their focus on specialized construction projects in the U.S., including small turnaround projects and employing specialized workers for client projects.



Business Challenges Faced: Operational and Technological Hurdles in Finance Operations

Atlantic, Gulf & Pacific Company (AG&P) faced significant obstacles as it transitioned its finance operations from the Philippines to the United States. This strategic shift was part of its evolution from a cost center to a profit center. The major challenges they faced were:



- 1. Establishing Finance Operations Infrastructure in the U.S.:** One of the foremost challenges was the absence of a pre-existing finance operation infrastructure in the United States. This situation required the development of an entirely new system from the ground up.
- 2. Identifying an Appropriate ERP System:** The need to choose an ERP system that aligned with AG&P's specific requirements presented a significant challenge. The system had to support the company's transition and growth, moving away from previously used platforms like Oracle and SAP.
- 3. Requirement for a Scalable and Adaptable ERP Solution:** A critical challenge was finding an ERP system that was not only scalable but also flexible enough to accommodate the dynamic needs of AG&P without the complexities and rigidity of traditional platforms.
- 4. Demand for Cost-Effective Customization:** AG&P faced the challenge of needing an ERP system that allowed for easy customization without incurring excessive costs. This demand was essential to ensure the system could be tailored to the company's evolving needs efficiently.

In response to these complex hurdles, AG&P initiated a thorough search for a robust, integrated, industry-specific ERP solution.

Key CMiC Applications they Incorporated into their Technology Stack

AG&P embarked on an innovative journey to transform their operational capabilities by selecting CMiC, a leading provider of next-generation construction ERP solutions. Recognized for its unified, integrated, and advanced software solutions, CMiC offered AG&P a suite of applications designed to streamline project delivery, enhance workflow efficiency, and strengthen office-to-field communications.

Phase 1: CMiC Financials

In the initial phase, which launched in August 2020, AG&P focused on implementing essential CMiC modules to revamp their construction accounting, project controls, payroll, and opportunity management systems.

Construction Accounting & Payroll

Key applications deployed:

- **General Ledger:** Facilitating accurate financial reporting and compliance.
- **Accounts Receivable:** Streamlining billing and collection processes.
- **Accounts Payable:** Optimizing cash flow and payment procedures.

Payroll

Key Application deployed:

- **Timesheet Entry/Posting:** Integrating payroll, tax filings, and labor cost management.

Project Controls

Key applications deployed:

- **Job Costing:** Enhancing budget monitoring and adjustment capabilities.
- **Subcontracts:** Managing bid process data and communications efficiently.
- **Change Management (CM):** Proactively addressing project changes for timely delivery.
- **Job Billing:** Ensuring precise job billing and financial management.

Opportunity Management

Key Features are:

- Enhancing sales process visualization and

prioritization.

- Utilizing CRM tools for accurate forecasting and lead management.



Phase 2: Project Management

The second phase, which went live in May 2021, saw AG&P integrating additional CMiC applications to further refine their workflow and project management systems.

Project Management

Key Features:

- **Communication Management:** Enhancing collaborative project communications.
- **Document Management:** Streamlining project documentation and change control.
- **Site Management:** Managing all construction site aspects in real-time.
- **Mobile Project Management:** Facilitating on-the-go project access and collaboration.
- **Drawing Management:** Efficient management of project drawings and documents.

Workflow Management

Key Components:

- **AP/RFP Module:** Simplifying request for payment processes.
- **MS Outlook Plug-in:** Integrating email communications into project management.
- **Desktop Workflow Management:** Streamlining approval processes and delegation.

SaaS Deployment Model:

AG&P opted for a Software as a Service (SaaS) deployment model, aligning seamlessly with their existing technology infrastructure. This choice further exemplified their commitment to leveraging modern, cloud-based solutions for enhanced scalability and operational efficiency.

Transformative Results: Customization, Team Collaboration, and Efficient Invoicing

AG&P realized significant benefits from implementing CMiC's solutions, including:

1. Efficiency in Invoicing and Reporting:

Before CMiC, invoicing was a manual and time-consuming task. With CMiC, AG&P streamlined this process by enhancing the speed and accuracy of invoicing and financial reporting. This improvement significantly impacted their operations, moving from a manual system to a more efficient, automated approach.

2. Enhanced Client Satisfaction with Customizable Invoicing:

Utilizing CMiC's customizable features, AG&P was able to develop invoicing templates that received positive feedback from clients. The ability to tailor invoicing and reports to meet client needs resulted in increased client satisfaction and improved AG&P's customer relationships.

3. Scalability and Future-Ready Operations:

CMiC played a role in supporting AG&P's significant growth, from handling \$3 million to \$25 million in invoicing and expanding their client base. CMiC's scalable solution was a critical factor in accommodating this growth, ensuring that AG&P's systems could evolve and adapt to their rapidly changing business landscape.

CMiC has given AG&P the ability to customize the system according to their specific needs without incurring high costs. This flexibility was essential for AG&P's transition from a cost center to a profit center, allowing them to adapt the system as they grew, and their requirements evolved.

Strategic Growth Through Technology: AG&P's Blueprint for Success

As AG&P strives toward its ambitious goal of reaching \$100 million in the U.S. market within three years, the role of CMiC as a strategic partner becomes increasingly pivotal. Ayodele Ayrod Rodipe, VP of Finance at AG&P Americas, highlights the critical importance of this partnership, emphasizing growth and the need for robust support systems.

Rodipe notes,

“As we continue to grow, the demand for data increases, along with the need for the right information to make better decisions and such. Having a system that facilitates this is quite significant for us. Ultimately, it all boils down to decision making and the speed at which we can accomplish it.”

For more information on CMiC's next generation construction ERP, please click [here](#).

About AG&P:

AG&P, headquartered in Singapore, develops LNG facilities and city gas networks, offering engineering and project management for LNG infrastructure. The firm delivers natural gas globally, focusing on integrated logistics from supply to end-user. They provide cost-effective, efficient solutions for infrastructure projects, including onshore and offshore construction, LNG logistics, and direct natural gas delivery to various customers.

Their expertise spans LNG engineering and infrastructure construction across oil, gas, power, and petrochemical industries, noted for technical skill, safety, and project execution. AG&P operates in four key areas: City Gas Distribution, LNG Terminals and Logistics, LNG Technology, and Industrial Services.

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.

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