



Hunter Roberts Construction Group Delivers Optimized Billing, Robust Reporting and Project Transparency with CMiC's Construction ERP



Headquartered in New York City, Hunter Roberts Construction Group (HRCG) stands as a well-reputed Construction Management, General Contracting, Pre-Construction, Value Engineering, Design-Build, Sustainability Services and Life Cycle studies firm. With locations in New York, Pennsylvania, and New Jersey, HRCG serves the following market sectors: Commercial/Retail, Healthcare, Hospitality, Higher Education, Cultural/Preservation and more.



Having completed 1,400 projects, their total project value stands at \$15.2B today. The firm's success can be attributed to their collaborative approach to delivering projects with their customers, their adherence to sound business practices, and their laser focus on safety and wellness across their jobsites.

Key construction projects that HRCG has completed to date include Trinity Place (New York), the Laurel at Rittenhouse Square (Philadelphia), Princeton's Yew and New College West (Princeton) and Queens Plaza Park (New York).

From a Corporate Social Responsibility perspective, they follow nine core values and continue to champion a "culture of caring," which differentiates them from many other firms within the industry.

Business Challenges Faced: Non-Integrated Systems, the Lack of Collaboration and Non-Timely Payment Processing

Over the years, HRCG experienced expansion, and, with that, came its share of operational challenges, which included:

- **Use of Non-Integrated Systems:** The challenges posed by using non-integrated systems resulted in inefficiencies in data collection and review, the redundancy of data, and the fact that they had to manage multiple technology vendors.
- **Manual Processes and Entries:** Their day-to-day operations included manual processes, which were inherently riddled with data entry errors and were time consuming — this negatively impacted business results, especially on the finance side.
- **Use of Non-Scalable Tools:** With the firm's growth and desire to be a leading consulting organization, HRCG found that their antiquated systems could not scale to meet future business demands.
- **Teams Working in Siloes:** The lack of collaboration between team and project members thwarted their ability to building a corporate culture of communication and collaboration.
- **Accounting Challenges:** The lack of timely processing of payments to staff, vendors, and subcontractors had potential to impact relationships both internally and externally.



These challenges, understandably, were preventing HRCG from reaching its full potential. Leaders at HRCG took stock of the situation and evaluated their existing technology stack. Recognizing that the systems they were using were not optimizing operational processes, they embarked upon a software selection journey and finally set their sights on CMiC, a technology partner that would deliver a robust, integrated, industry-specific ERP solution. This new partnership was not only critical to HRCG's operation as a company, but also integral as they serve as a model for the construction industry through their significant presence.



Key CMiC Applications HRCG Incorporated into their Technology Stack

Recognized for its unified, integrated, and advanced software solutions, CMiC offered HRCG a suite of applications that could indeed address their challenges and set them up for long-term success with opportunities for integration, streamlined processes, data reliability, and collaboration.

To accomplish this, HRCG has implemented the following CMiC applications:

- **CMiC Financials** to help streamline revenue, cost, and financial management and reporting.
- **Payroll Management** to streamline payroll processes and facilitate compliance reporting.
- **Enterprise Content Management** to organize and facilitate the easy movement of content from emails, storage devices and into the CMiC platform — for future retrieval and use.

To maximize the value of the CMiC ERP, they have implemented key integrations, including DocuSign, Oracle/Textura, Bluebeam and PSPDF.

Business Benefits Achieved: Accelerated Automation, Advanced Reporting and Optimized Billing

The implementation of CMiC's ERP yielded significant benefits and improvements across a multitude of HRCG's operations:

- **Accelerated Automation:** The implementation of CMiC not only provided an integrated technology stack, but also helped to transform business processes. By automating subcontractor invoice payment and billing processes, HRCG was not only able to pay subcontractors in a timely manner, but in doing so, maintained quality relationships with those valued partners. Internally, they were able to automate the payroll transaction to job billing, increasing efficiencies and data dependability.
- **Optimized Billing:** CMiC allowed the integration of invoices to job billing, which eliminated multiple data entries and streamlined what were previously arduous manual processes. Additionally, the ability to create custom billing formats was a radical improvement for HRCG customers and owners.
- **Project Transparency:** Through this new ERP, users at HRCG were able to access:
 - o The image manager query and quickly and easily look at all invoices paid to a vendor.
 - o A project management budget status query and see the links directly to the imaging.
- **Robust and Custom Reporting:** The value of reliable data presented in robust and customizable reporting has been critical to elevating business performance.



According to Rama Doshi, Vice President of Applications Development and Support, the benefits they reaped have been manifold. She states, "it's been amazing because we automated the payroll transaction to job billing." Of course, she cites the value they provide to customers as the biggest win:

“ We also see a lot of value being able to create custom billing formats for our customers and owners. In addition to this, customers are telling me how easy it is to go into the image manager query and quickly look at all the invoices paid to a vendor. ”

Rama Doshi
Vice President of Applications



Celebrating Years of Collaboration and a Preview to the Road Ahead

The synergies of working with CMiC and consulting clients have proven to be critical to the success of HRCG's technology, risk management, and information security business lines.

But it doesn't stop there. Leaders at HRCG continue to build on their CMiC product roadmap, tapping into the new features and functionality the software provider brings to market. As reinforced by Doshi, "CONSTRUCT is a game changer." She elaborates on this: "CMiC is invested and has been open to evolving the technology based on feedback from partners, like us. For example, the enhanced usability and functionality of the interface has made CMiC applications easier to use in the field. I am excited for our continued relationship with CMiC."

To learn more about CMiC's next generation construction ERP, please click [here](#).

About Hunter Roberts Construction Group

Hunter Roberts delivers a broad range of construction management services proven by a founding executive team whose collective experience is unsurpassed industrywide. We believe that Hunter Roberts service capabilities are only as valuable as the quality of the relationships that animate them. This is why we have capitalized on the opportunity of building Hunter Roberts as a streamlined organization whose culture encourages frequent, as well as, face-to-face interaction between clients and the Hunter Roberts team at every level. Hunter Roberts services include the following:

- Pre-Construction
- Construction Management
- Program Management
- General Contracting
- Value Engineering
- Life Cycle Studies
- Consulting

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.

