



W.G. Mills, Inc.

General Contractor and  
Construction Manager

The Customer

Headquarters: Sarasota, FL

- 18,000 Invoices a Year
- Annual Revenues - \$250 Million
- 225 Non-Union Employees
- 900 Paychecks a Month

Application: eCMS

- Accounts Receivable/Billing
- Accounts Payable
- Job Cost
- General Ledger
- Human Resources
- Payroll
- Systems Administration

Environment

- IBM System i
- Dell PCs
- IBM Windows Servers

**“Computer Guidance Corporation applications have given us the ability to better track documents within the accounting software system, rather than by manual or outside electronic methods.”**

– Janie Moore  
System Administrator, W.G. Mills, Inc.

### The Company

Founded in 1972 by Walter G. Mills, W.G. Mills, Inc. is a general contractor and construction manager with more than \$3 billion in complicated projects. Headquartered in Sarasota, Florida, with six strategically-located offices, the company has positioned itself as the “local construction firm” statewide.

The W.G. Mills portfolio of projects includes educational facilities, municipal buildings, clubhouses, health care facilities, assisted living and medical office buildings, hospitality facilities, commercial and retail projects and houses of worship. The company’s services include preconstruction planning, construction management, general contracting, program management, design-build, master planning and development. A leader in Sustainable Construction in Florida, W.G. Mills is a member of the U.S. Green Building Council with multiple LEED (Leadership in Energy and Environmental Design) accredited professionals in its regional offices and preconstruction services department.



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System Administrator  
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### First-Time User

W.G. Mills, Inc. first implemented eCMS applications from Computer Guidance Corporation in June 2007. The company’s previous software package was acquired by a Windows-based provider and the company wanted to stay with its IBM System i computer.

According to Janie Moore, System Administrator for W.G. Mills, six software providers’ systems were evaluated in addition to eCMS, including SAP, Explorer (which has purchased Trueline, W.G. Mills’ previous software provider), CMiC, Solomon, Shaker COINS, and Dexter-Chaney’s Forefront. “Most were Windows-based packages that we felt were not as reliable as the applications and platform offered by Computer Guidance Corporation,” Moore explains. “We chose eCMS applications because they offered a reasonably-priced construction-specific accounting package that ran on the IBM System i.”

W.G. Mills selected specific applications to meet its needs, including Accounts Payable, Accounts Receivable, Job Cost, General Ledger, Payroll, Purchasing and Human Resources. “All of the applications integrate seamlessly and/or work well with the sequel report writer from Help Systems, and our project management software, that we also employ,” Moore notes.

### A Host of Benefits

The new computer system has delivered a host of benefits. “Using eCMS in conjunction with our System i results in monthly job cost reports that run much faster than before,” Moore points out. “The system offers great flexibility with a wide range of fields to populate with user-defined data, enabling us to better track company-specific information.

“The software also enables us to track risk factors and the requirements for Subguard Insurance, a subcontractor risk control alternative to bonds, on a per project basis,” she adds. “We have been able to achieve significant efficiencies across our operations, all without having to increase staff size to accommodate the new eCMS software.”



## Training and Support

Computer Guidance Corporation provided five weeks of pre-implementation training that consisted of one week per month over a five-month period. In addition, a week-long Project Leader Class, held at Computer Guidance Corporation's headquarters in Scottsdale, Arizona, involved a separate review of each application with W.G. Mills' staff members. A discussion of system setup options including Job Cost and General Ledger segmentation, were also addressed as well as other prerequisites that had to be determined prior to implementation.

"The Project Leader Class was especially helpful, allowing for up-front decisions about the General Ledger account structure, Job Cost coding structure and other key areas of application installation," Moore says. "We also reviewed the best way to utilize each application within our unique operations."

For five months prior to the eCMS go live date, Computer Guidance Corporation flew an implementation team member to W.G. Mills' headquarters for a week at a time about once a month. "We were given the same person the entire time," Moore recalls. "This proved extremely beneficial, saving time and providing continuity. The trainer was willing to work with each group of users directly. We even set up a test environment on the system so our people could go and 'play' and make decisions about how and where to enter data, which in turn, provided information on the types of reports that needed to be produced."

## The Future

The eCMS applications are being used by W.G. Mills, Inc. to further streamline accounting and operating processes. "We have found that as Computer Guidance Corporation's support desk processes evolve, issues and modifications are resolved more quickly, enhancing our ability to utilize the system," concludes Moore. "With Computer Guidance Corporation continuing to improve upon the applications we purchased, our flexibility and productivity continues to improve as well."

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Janie Moore  
System Administrator  
W.G. Mills, Inc.



### About eCMS

Representing the new standard in financial application suites for the construction industry, eCMS blends flexibility, dependability and superior performance. The eCMS browser-based interface allows for maximum accessibility of mission-critical information to those who need it, regardless of location. Real time information, combined with core financial applications and integrated productivity tools, means your business can reduce costs by streamlining complex operations. The functionality and evolution of the eCMS application suite has arisen through listening to our customers and continually striving to exceed their expectations.

### About Computer Guidance Corporation

Computer Guidance, the leading provider of financial accounting, project management and bidding software, delivers solutions to more than 600 enterprise customers from various construction disciplines.

Computer Guidance has the largest customer representation in the Engineering News Record (ENR)<sup>™</sup> “Top 400 Contractors” and “Top 50 Contractors.” Computer Guidance software has been a leading solution among General Contractors with revenue of more than 250-million dollars and 100-250-million dollars for the past twelve years according to the CFMA Information Technology Survey<sup>™</sup>.

For additional information about Computer Guidance, visit our web site at [www.computerguidance.com](http://www.computerguidance.com) or call 1-888-361-4551. Computer Guidance is headquartered in Scottsdale, Arizona.

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