



Fisher Industries credits CMS as a key component to their success



Industry

Heavy Highway

Territory

Western and Southwestern USA

The Customer

Headquarters: Dickinson, ND

- 900 Employees
- Annual Revenue of \$300M
- 4,000 pieces of equipment and vehicles
- Self perform 80% of work

Application: CMS

- 25 users
- General Ledger
- Job Cost
- Human Resources
- Payroll
- Accounts Payable
- Purchasing
- Accounts Receivable/Billing
- Equipment Accounting
- Equipment Maintenance
- Business Objects
- Electronic Forms

Environment

- IBM iSeries
- DB2 Database

“CMS has allowed us to conservatively extend the life of the Fisher equipment fleet by approximately 20%, as well as improve equipment utilization by 15%.”

- Clyde Frank
Controller

The Company

In 1952, Gene Fisher established a small aggregate business in Dickinson, North Dakota, called Fisher Sand and Gravel. The business gradually grew over the next 15 years and in 1967 added an equipment manufacturing and services company called General Steel and Supply to support the Fisher Sand and Gravel field operations and meet external customer needs. In 1987, the two companies merged to form Fisher Industries. More recently, Fisher has rapidly expanded its operations throughout the Southwest, providing highway, paving, excavating and grading services to this major growth sector.

Today, Fisher has grown to over \$300 million in annual revenue, with 10 major locations throughout the West and Southwest, including offices in North Dakota, Montana, South Dakota, Arizona, New Mexico, Nevada, and numerous job sites in other states as well. It employs over 850 employees and has over 4,000 pieces of equipment. Fisher now provides a diverse mix of products and services which includes road and highway construction, paving, excavation and grading, contract crushing and washing, equipment manufacturing and support, aggregate, and commercial sales.

The Computer Guidance Solutions

In 1994, Fisher Industries implemented CMS, a Computer Guidance-based solution to manage most of its complex and diverse accounting and job costs functions. The system was expanded in 1999 to include General Steel & Supply, giving executives and managers complete visibility and real time access to information throughout the enterprise.

Today, Fisher is using Computer Guidance's CMS system which seamlessly handles 7 different entities under the Fisher Industries umbrella, including the consolidation of many of those entities. CMS utilizes a fully integrated browser-based solution to deliver real-time, detailed and accurate information about every aspect of the construction enterprise, offering an ideal blend of flexibility, dependability, and performance. Core financial applications provide real-time visibility, giving Fisher the control to reduce costs and increase efficiencies.

“We could not have grown revenue over 800% and diversified our business model to deliver such a complex mix of products and services over a broad geographic area without CMS in place.”

Amiel Schaff
Chief Financial Officer
Fisher Industries

The Benefits

Over the past three years, Fisher has seen revenue grow from \$40 to \$300 million, as they have diversified their business model and expanded to other regions of the country.

“Unequivocally, we could not have grown revenue over 800% and diversified our business model to deliver such a complex mix of products and services over a broad geographic area without CMS in place,” stated Amiel Schaff, the Chief Financial Officer at Fisher. “Fortunately, we had been using Computer Guidance since 1994 and we were well positioned to meet these demanding changes. Again, we absolutely could not have been successful without CMS.”

Clyde Frank, the Controller at Fisher, also sees tremendous value in the fully integrated CMS solution. “It is an absolute must that our executives and managers have real time access to critical and accurate information, in order to make effective decisions throughout the enterprise.”

Clyde further added, “Amazingly, we have only had to add 3 people to our accounting staff and have not needed to add any additional IT resources during this period of rapid expansion and change.”

Amiel has also seen great benefit in the fully integrated Equipment Accounting and Maintenance modules. Fisher is now able to optimize fleet utilization and uptime, provide real-time cost allocations to jobs, and ensure an effective preventative maintenance plan is in place for its over 4,000 pieces of equipment. “CMS has allowed us to conservatively extend the useful life of the Fisher equipment fleet by approximately 20% as well as improve equipment utilization by 15%. The CMS system has also allowed Fisher to identify red flags and take immediate corrective action on items such as operator abuse, idle equipment, identifying defective equipment and poorly performing equipment, as well as assisting in reducing equipment rentals.”





Support

Tim Kessell, IT Director at Fisher, only spends 2-3 hours a day supporting all aspects of the system including responding to user questions. “The IBM iSeries platform, running DB2 database, is extremely reliable, dependable and secure compared to the “Wintel” environment. Over the course of an entire year, we average less than 4 hours of downtime per year. Minimal database maintenance is required. When we need them, Computer Guidance’s Support staff has been excellent.”



The Future

Amiel, Clyde and Tim are currently in the process of upgrading to the latest version, eCMS, and plan to go live in early 2007. Fisher will be rolling out Imaging, Workflow, eForms and Business Objects in subsequent phases of the implementation plan.

“The IBM iSeries platform, running DB2 database, is extremely reliable, dependable, and secure compared to the ‘Wintel’ environment.”

Tim Kessell
IT Director
Fisher Industries

CUSTOMER CASE STUDY

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 delivers the accounting and project management software of choice for 20% of the ENR Top 400 contractors - and it has been voted one of the leading job costing and accounting software applications by the highly-respected CFMA IT Survey. Computer Guidance also provides the ultimate solution for any company seeking flexibility, dependability, and superior performance in an accounting software suite.

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

Contact Computer Guidance

For more information contact:

Kevin Basso
Marketing Manager
480.444.7000, ext 7028
kbasso@computerguidance.com



Computer Guidance Corporation

15035 North 75th Street
Scottsdale, AZ 85260

1.888.361.4551

www.computerguidance.com/fisher

Superior Accounting and Project Management Software Solutions

Copyright © 2007, Computer Guidance Corporation. All rights reserved. All trademarks and logos used in this document are properties of their respective owners.