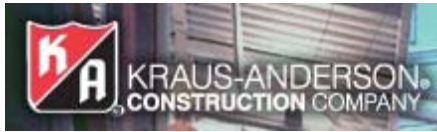




## Kraus-Anderson takes advantage of the latest and most powerful accounting and project management solution - eCMS



### Industry

General Contractor

### The Customer

Headquarters: Minneapolis, MN

- 10 Major Offices: MN, WI, AZ, MO
- 7 Business Units
- 500 Employees
- Annual Revenue of \$792M
- Self perform 90% of work
- ENR top 50 Contractor - 2006
- Customer since 1993

### Application: eCMS

- 130 users
- Accounts Payable
- Accounts Receivable
- General Ledger
- Human Resources
- Time Cards
- Time & Material
- Integration Suite
- eForms
- Business Intelligence
- Project Collaborator
- Imaging & Workflow

### Environment

- IBM iSeries
- DB2 Database
- Websphere

**“We did not have one issue with our data conversion, everything came over perfectly and all the information was correct the very first time we ran our reports.”**

- Gordon Ziegelman  
Vice President of Finance & Administration

### The Company

Founded in 1897 and privately owned and managed by the Engelsma family for more than 65 years, Kraus-Anderson is consistently ranked by Engineering News-Record among the top domestic building contractors in the United States, including number 50 in the 2006 ENR Top 400 ranking. The company serves as general contractor, construction manager and design/builder.

In 2006, its annual revenues were \$792 million, encompassing over 600 projects. Headquartered in Minneapolis, Minnesota, the company has over 500 employees with 10 major offices, with locations in Minnesota, Wisconsin, Kansas, and Arizona. Kraus-Anderson focuses in the commercial, industrial, manufacturing, medical, hospitality, educational, public, sports & recreation, theaters & restaurants and tenant finish/remodeling sectors. Significant projects include projects at Minneapolis St. Paul International Airport, Vanguard, Fairview Health, Cabela's Retail Center, Target Stores and various casinos.

### Awards

- Minnesota Shopping Center Association's SRARR Award
- Governor's Safety Award for Outstanding Achievement
- Award for Excellence in Concrete and Masonry Design and Construction  
Minnesota Concrete & Masonry Contractor Association

“Computer Guidance knows what Kraus-Anderson is going through because all their customers are construction companies with similar issues, and support can stay one step ahead of our needs.”

Gordon Ziegelman  
VP, Finance & Administration  
Kraus-Anderson

### The Computer Guidance Solution

Kraus-Anderson began using Computer Guidance’s CMS accounting and job cost solution in 1993, after converting from a CMAS-based solution. Today they have 130 users running the latest version of Computer Guidance’s eCMS solution which was implemented in 2006.

eCMS is deployed as a thin client browser-based solution with a graphical user interface. This affords all users, based on their security profile, the ability to access only the eCMS applications and data they are authorized to access. Furthermore, eCMS only requires Internet Explorer on each client’s desktop, making it extremely easy for IT to deploy as new users are added or new versions are released. Executives, project managers and accounting can now access the system from anywhere – job sites, office, home, car, hotel, etc. – as long as they have internet access.

During the first phase of the implementation, which occurred in 2006, the core Accounting and Job Cost modules (General Ledger, Job Cost, Accounts Receivable, Accounts Payable, Payroll, Human Resources, Time and Material Billing) were deployed, as were certain productivity tools (eForms and Business Objects). Phase two, which will be rolled out in 2007, will include Project Collaborator, Imaging and Workflow.

Kraus-Anderson VP Finance & Administration Gordon (Gordy) Ziegelman notes, “We did not have one issue with our data conversion, everything came over perfectly and all the information was correct the very first time we ran our reports. This resulted in us not having to run the old system and mirroring the two which saved us a lot of time. Lastly, we recommend you invest in on-site training as you can never have too much training when moving to a new system. Training was excellent and all of our questions were answered with our data and screens.”

### Results

Gordy notes, “We are able to rollout eCMS to job site users in a matter of a few mouse clicks. No longer do we incur expensive IT costs associated with setting up our remote users; eCMS allows us keep focused on our projects.”

Kraus-Anderson also benefits from the robust group-based security model built into eCMS which greatly simplifies administration. eCMS can be configured at the user level or globally to allow each organization to easily customize the system based on its specific business requirements, without

the need to involve programmers. Major preferences include soft labeling for any field in the system, the ability to change tabbing orders on an entry screen, setting required entry in a field, setting default values, disallowing entry in a field, hiding fields and requiring numeric entry in a field. Gordy goes on to say, “We can tailor each user to pre-defined templates or customize them to our liking without any programming. Even the tabbing order and field labels can be easily customized.

“The training of new users is simple. Everything is very intuitive and where you would expect it to be. I am probably understating how much more productive the latest version of eCMS is for new users as we have not had one training related issue with a user not being able to find what they need,” stated Ziegelman. “We used to have to wait days for a remote user to get trained and send an IT person to the job site. Now we set up a remote office in a matter of hours rather than days, as they simply send out a pre-configured laptop with a wireless cellular card and the user can be trained over the internet.”

Gordy has also seen Kraus-Anderson realize significant benefits using the Business Objects reporting tools and the ease of which these reports can be distributed in real-time. “Powerful and customized reports are essential to saving time and keeping everyone on the same page as we make critical financial decisions.”

Lastly, Ziegelman notes, “We love the fact that we get additional productivity by being able to access the system from a web browser. This allows us to access information whenever we want and gives employees more flexibility when needing to work from home. “

Kraus-Anderson benefits from having a single point of accountability for support issues. Ziegelman states, “Computer Guidance knows what Kraus-Anderson is going through because all their customers are construction companies with similar issues, and support can stay one step ahead of our needs.”

## The Future

Kraus-Anderson expects continued growth for their company in 2007; they are currently planning their phase two rollout of eCMS which will include Document Imaging & Workflow and Project Collaborator.

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Gordon Ziegelman  
VP, Finance & Administration  
Kraus-Anderson

## 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](http://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](mailto:kbasso@computerguidance.com)



### Computer Guidance Corporation

15035 North 75th Street  
Scottsdale, AZ 85260

**1.888.361.4551**

**[www.computerguidance.com/ka](http://www.computerguidance.com/ka)**

### Superior Accounting and Project Management Software Solutions

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