

# Civil Engineering & Construction Firm – ERP Case Study

## Key Takeaways:

- A \$1.1 billion Civil Engineering and Construction firm engaged RubinBrown to conduct an assessment to find opportunities for optimizing their operations and selecting a new enterprise resource planning (ERP) software.
- RubinBrown conducted stakeholder interviews, assessed technology infrastructure, and mapped current processes to identify pain points and opportunities.
- Based on RubinBrown's assessment, the client was able to make more informed technology decisions to select a new ERP software, aec360 on Microsoft.

## Client:

A \$1.1 billion Civil Engineering & Construction firm located on the east coast, made up of 2,100+ employees, engaged RubinBrown to assess their current operating processes and technology platforms to understand and address gaps in their ability to efficiently support the organization's 2026 strategic plan and future targets.

## Challenge:

RubinBrown was tasked with examining client operations to make recommendations toward their acquiring a modern technology platform that offered best-fit functionality in support of their core business' processes and potential areas of standardization and improvement. The firm had several improvement opportunities spanning across HR, Finance, Sales, and IT, which all impacted operations. Strategically, they required scalability in their legacy platforms, process improvement within their operations, and enhanced financial and operational reporting. Tactically, the firm needed to enable resource management capabilities, standardize and automate invoicing to reduce errors, and improve mobile usability (time entry) for remote users.

## Actions:

- Reviewed and mapped the firm's current state of operations targeting bid to award, award to cash, procure to pay, and hire to retire business processes
- Identified areas of opportunity for business improvements, both technology and non-technology related:
  - Accounts Payable automation
  - Integration to project availability websites
  - Streamlined project billing cycles
- Identified the critical functional requirements of the ERP solution for evaluation
- Identified a list of qualified candidates among the ERP solution providers
- Facilitated demonstrations of the short-listed candidates and assisted firm in making their vendor of choice selection.

### Solution:

RubinBrown guided the client through several vendor discoveries and demonstrations based on the functional requirements identified within the evaluation, which resulted in the client selecting aec360 on Microsoft.

### Results:

RubinBrown started work on the project in Q2 of 2021 and go-live occurred in Q1 of 2024. The client selected a technology vendor that was able to integrate an adaptable technology solution which eliminated the unnecessary flow of information and established a single source of truth to ensure accurate data and enhanced decision making.