



CUSTOMER STORY

Powering Wilson Construction with Finance Insight

Wilson Construction, one of the largest privately-held utility construction companies in the United States, wanted insight into their operational and financial performance without the delays associated with compiling reports and validating numbers manually. Prophix has allowed Wilson Construction to automate their key financial processes, allowing their Finance team to develop operational KPIs, save time budgeting, and create and manage financial and operational forecast models.

Business Challenges

Wilson Construction identified several key business drivers as part of their decision to evaluate Corporate Performance Management (CPM) solutions. They desired a holistic view of their company's operations, automation without relying on spreadsheets, and increased confidence in the data they share with stakeholders. Their Finance team also wanted to be able to provide quicker and more consistent project data to their operations department.

Why Prophix?

In 2016, Wilson Construction began evaluating many different solutions to find the software that best suited their needs. They narrowed down their selection to Adaptive Insights and Prophix Software. After much analysis and discussion, Wilson determined that Prophix had the flexibility to manage and develop reporting capabilities that were better suited to a project-based construction company. The Finance team could configure Prophix's security by role or by individual user, even down to specific projects or GL accounts. Wilson Construction also recognized that Prophix dashboards would help visualize data and trends for their operations team.



Sage Tech Partner

Wilson Construction Company specializes in the design and construction of vital electric utility infrastructure needed by power providers across the United States and beyond. They provide infinite solutions and exceptional results for satisfied clients through a collaborative team environment. Wilson has worked on projects across the United States and in Canada, American Samoa, and Indonesia.

Operating: Since 1952

Website: www.wilsonconst.com

Employees: 500

ERP: Sage 300 Construction and Real Estate



Results

Wilson Construction integrates Prophix with three systems - Sage 300 Construction and Real Estate (ERP), MS Project Enterprise (Project Scheduling), and Cosential (Bid Management). Their Finance team bases their business operations on six different models including a finance, job cost reporting, currency, personnel planning, equipment planning, and a weekly production model.

In addition to their extensive models, the Finance team at Wilson Construction has automated their monthly financial statements, created a work-in-progress (WIP) report, established a robust budgeting process, and created a forecast process that incorporates data from their ERP, project scheduling, and bid management platforms.

Wilson Construction takes a company-wide collaborative approach by involving various departments in their financial processes, including the Finance team, project managers, their president and executive team, and their safety, helicopter, and environmental departments.

Each department can access the data that is relevant to them:

Project Managers – Job cost reporting, weekly labor and equipment costs and hours, billing and receivables, and monthly gross margin reports.

Executive Team – Holistic view of company KPI metrics, and trending revenue and margin by customer, project manager, business unit, and region.

Safety Department – Reporting of labor hours to measure safety metrics and support workers compensation and OSHA metrics reporting.

Helicopter Department – Measures the department's direct and indirect costs versus flight hour charges.

Environmental Department – Measures direct costs and hours against a project's environmental budget.

Equipment Department – Integrates budgeting and forecasting of equipment purchases and reporting on equipment hours versus units of production.

“Forecasting job revenue has vastly improved with Prophix. We now interface our ERP, project scheduling, and bid management platforms with Prophix. Previously, we were gathering multiple spreadsheets for 100+ different projects with estimated monthly billing and compiling it all into a single Excel spreadsheet. We can now forecast production based on actual quantities coming from MS Project and compare it to the budget to determine if a project is tracking on margin.”

Marty Gardner
CFO
Wilson Construction



Marty describes how enabling departments to access their data has benefitted Wilson Construction.

“It is great to have a central location for various users to access data in the same format. We no longer have different versions of spreadsheets being sent around. The data is accessible in Prophix after an automated nightly interface process from our Sage 300 Construction and Real Estate database. This interface process can also be updated on demand if needed. Personnel no longer need to wait on another employee to gather, compile, and disseminate the information. This allows for accurate and timely information, which in turn allows users to make informed and timely decisions. Project managers are now able to take this information and proactively manage their projects and respond to customer requests quickly.”

When asked what the most significant change has been since implementing Prophix, Marty answered:

“Margin fade was not previously recognized in a timely manner. Based on our MS Project schedule forecasting and in conjunction with our weekly production model, we can now flag projects early on that are showing initial indications of underperforming or overperforming against budget and react accordingly. For example, if we are underbilled or overbilled on a job, we can review the completion to date and the remaining forecast, and source back to the MS Project Schedule to verify the status of the project in terms of labor hours and equipment costs versus specific units of production. This allows us to recognize margin fade at an early stage, and to properly adjust the percent complete and/or the gross margin for the project. This also allows us to proactively make any needed operational changes to manage the remaining work on the project.”

Rather than replacing its existing ERP system with a new ERP system, which would have been costly, time-consuming, and disruptive, Wilson Construction was able to **increase the value of their Sage solution by adopting Prophix,** which possessed the capabilities they needed to support their business’ success. Prophix helped Wilson drive significant top and bottom line value, as well as improve processes to run the business more efficiently. **In particular, the team has saved up to four days a month for weekly reporting, and up to two weeks per month for GL and WIP reporting, allowing the accounting and Finance team time to focus on value-added operational support and analysis.**

“**We have automated and integrated financial processes and reporting.** We have also automated previous manual processes related to our monthly financial statements, WIP reporting, weekly project performance reports, and monthly financial forecasting. The models we have created allow us to integrate information between our financial and operational processes. Our executive team now has a dashboard to report company revenue by month, year-to-date, and job-to-date as well as by project, VP, and Project Manager performance for such related periods. In addition, the dashboard provides actual weekly labor costs and hours in various visual formats.”

Marty Gardner
CEO
Wilson Construction



Future Uses

As Wilson Construction grows, they plan to build additional dashboards to improve their reporting on key financial metrics that are relevant to their project managers and operations teams, giving users an instant snapshot of their financial data.

Their future reports will include metrics such as:

- Average fuel cost per hour by business line
- Union crew configurations against productivity
- Average weekly costs for labor, equipment, and other costs against company averages
- Average revenue per week to compare to the week's costs
- Weekly costs for labor, equipment, other
- Weekly hours by regular time, overtime, double time
- Company contribution margin without subcontracts and material
- Planned hours against actual hours
- Actual gross margin percentage by project vs budget

Wilson also plans to create a financial dashboard for a 13-month rolling forecast based on the following KPIs:

- Gross margin percentage
- Operating income and percentage
- Net income and percentage
- Underbillings
- Overbillings
- Net work-in-progress
- Working capital

Wilson Construction will use these metrics from Prophix to increase production, drive topline revenue, reduce costs, and improve overall profitability.

About Prophix

Your business is evolving. And the way you plan your business activities and report on them should evolve too. To empower mid-market companies to achieve their goals, Prophix provides an integrated, cloud-based platform to the Office of Finance; one that delivers planning, budgeting, reporting, forecasting and consolidation solutions. With Prophix, finance leaders improve profitability and minimize risk and puts the focus back on what matters most – uncovering business opportunities. Prophix supports your future with AI innovations that adapts to meet your strategic realities, today and tomorrow. Over 2,500 active customers around the globe rely on Prophix to transform the way they work.



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