

Meridian Systems® Partner Case Study: Event 1 Software, Inc.



Using the right tool is essential to excellence on your construction site. Event 1 Software makes excellence possible in the office. Well known by Timberline Office users for products like the Office Connector Suite for Microsoft® Excel, Event 1 creates integrations for best-of-breed solutions. As a Meridian certified Independent Software Vendor (ISV) Partner, Event 1 provides a standard integration application called Event 1 Integrator™ that links Meridian's Prolog® Manager and Timberline's accounting application. Event 1 also offers associated implementation and customization services for the Event 1 Integrator™ solution.



As the Meridian authorized integration for Prolog and Timberline Office, Event 1 Integrator combines the project cost-to-date data stored within Timberline with the budgets and contracts offered in Prolog, allowing construction companies to review cost-to-date data alongside budgeted amounts. With Integrator construction companies proactively identify cost overruns and make adjustments to prevent potential profit loss.

Companies like Webcor Builders, W. L. Butler Construction, and Gerald Martin General Contractor use Event 1 Integrator to integrate Prolog Manager with Timberline Office accounting, maintaining revenue and reducing administrative costs.

Event 1 Integrator™: User Results

Webcor Builders

The focus of Webcor Builders is commercial building in Silicon Valley and Northern California. It constructs mid- and high-rise office buildings, residential and medical facilities, hotels, and parking structures. Known for its focus on high-tech projects, the company has worked on headquarters for Oracle and Adobe Systems and a headquarters compound for Lucas Digital's Industrial Light + Magic and LucasArts Entertainment.

Webcor Builders began using Integrator in 2003. One of the company's main tenets being, "value through innovation," the company regularly looks to technology and process streamlining to better build buildings. According to Jim Bedrick of Webcor, "When you're expecting a job to produce revenue, it's very important to understand as early as possible when a job is going to get off track and into the red. That means looking at current expenditures next to contracted expenditures.

"Webcor looked at the way we compiled that data—it was time consuming and required a lot of data manipulation. After doing all of that work we didn't have cost reports that were timely or could be relied upon. We could not be sure of transactions that had occurred since the data was last pulled and couldn't be sure that the recalculation of numbers and duplicate data entry weren't introducing errors and giving us inaccurate cost information. In evaluating Integrator, we realized that reliable cost numbers and accurate forecasting justified the technology investment," commented Bedrick, director of systems integration for the ENR Top 30 U.S. contractor.

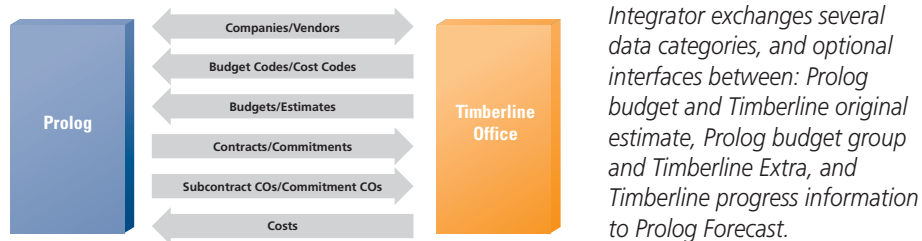
Gerald Martin General Contractor

Gerald Martin General Contractor has helped shape the growth of New Mexico with the building of such projects as the Sandia Peak Aerial Tramway, hotels and resorts, healthcare facilities, office buildings, schools, churches, retail centers, correctional facilities and restaurants. With experienced leadership, solid financial management and community involvement, the firm has become a leader in the construction industry.

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According to Brendan Adams project manager for Gerald Martin Contractors, the company has been on an aggressive growth track and used Prolog and Timberline to maintain accountability through increased work on jobs of varying size. "We've shifted our business model to accommodate small single-structure jobs as well as complex building programs. We've counted on Prolog and Timberline as separate systems for years; but with so many jobs, we couldn't have the accounting team hunting for contracts or project managers entering accounting information twice into two different systems.

"Integrator has really allowed us to get in and pull apart the budget, determine where cost overruns will or are occurring and then make adjustments before we have to sacrifice revenue," finished Adams.



W. L. Butler Construction

W. L. Butler Construction caters to customers needing commercial and residential construction services in California. Projects include retail centers, manufacturing plants, office buildings, hotels, apartments, and schools. Commercial clients include Aetna Life Insurance, Cisco Systems, Home Depot, and Walgreen's. The company was founded in 1975 by CEO William Butler.

W. L. Butler Construction found the investment in Integrator was well worth the elimination of double entry and the increased efficiency in collaboration between the accounting and project management departments. "One of the biggest pain points for accounting was tracking down contracts. Integrator connects the two departments so that as soon as a job begins, that contract info is automatically sent to accounting," said James Mayes, manager of information systems for W. L. Butler.

"We also view Event 1 Software as a growth-oriented business partner. We don't want to purchase software and then a year later have the vendor go out of business. As with any software purchase, we chose the solution AND the company. We're comfortable that Event 1 is a viable company that will continue to provide a worthwhile product," finished Mayes.

The standard Event 1 Integrator solutions works for large and small companies, and Event 1 Software can provide customization and implementation services to fit the specific needs of individual companies. For a CD demo of Event 1 Integrator™ and an in-depth client case study, contact event1@meridiansystems.com.

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1180 Iron Point Road
Suite 300
Folsom, California 95630
USA
(916) 294 2000
(916) 294 2001 fax
sales@meridiansystems.com
www.meridiansystems.com

