JRC, Inc.

Nashville Roofer JRC’s Move to the Cloud Came at Just the Right Time
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Nashville-based JRC has been doing commercial roofing and siding for more than 30 years. Despite its centralized location, the company has completed more than 30,000 projects across 48 states. What sets JRC apart from its competitors is its national reach and commitment to serving customers.

JRC’s commitment to providing its customers with honest assessments, high-quality work, and unrivaled service makes them one of the top roofing companies in the United States. Fulfilling that commitment isn’t easy, especially with disconnected data systems and manual processes. JRC realized it needed an efficient, reliable software system working for them behind the scenes.
BEFORE

» Lack of access to remote data
» No single point of truth for data
» Vendor invoicing errors slipping through
» Difficulty with job costing and payroll
» Duplication of work

AFTER

» Single source of data, accessed from anywhere
» Increased employee capacity and productivity
» Tightened process and controls
» Fully paperless system
» Cost savings on labor
Challenge

With the company growing at a rapid rate, JRC needed to step up with technology to keep pace with the industry. JRC’s executive team knew they needed to invest in software to reduce administrative burden and empower employees to do more to sustain the company’s rapid growth. The company had no centralized software in place to capture data on their many job sites spread across the country. It was becoming increasingly difficult to keep accurate, accessible records while relying on manual processes such as phone calls and spreadsheets.

If JRC wanted to keep its reputation for providing outstanding customer service, it had to modernize its technology.

“[Before Viewpoint], you would have to go to five or six different places to gather data. That’s not the case anymore.”

— Jeremy Johnson, Chief Financial Officer JRC
Solution

The JRC team knew they wanted an integrated software solution like Viewpoint Vista, but like many mid-sized companies, they didn’t have a high-level IT person dedicated to assisting with the maintenance of an on-premise ERP. The opportunity cost to hire someone or train their staff was too large to justify. That’s why they selected Vista with Vista Remote Link (VRL) technology. This technology allowed users to access the full power of Vista from anywhere, including the job trailer or at home.
**Vista, VRL Provided Peace of Mind**

VRL Cloud technology is a solution that allows the powerful Vista local client to connect securely to the Vista database stored in the world-class Microsoft Azure cloud. Using VRL gave JRC peace of mind that in the case of a business disruption, they’d be back up and running quickly with little to no downtime. CFO Jeremy Johnson said, “[It was] nice to know we had a partner out there to manage server issues.”

JRC’s users would also be able to access the full functionality of Vista, as if it were installed locally, including the ability to drag and drop files from the desktop and utilizing printers and scanners easily.
Results

Since implementing Vista, JRC has grown by an astounding 25% to 30%, but the accounting department has only had to add one full-time-employee. The software allowed the team the bandwidth they didn’t have before and created structured digital business processes. As a result of these improved processes, JRC was able to uncover vendor errors that were costing the company money.

Vista and VRL also kept the business moving during a crisis. The administrative side of the company was able to work remotely during the Coronavirus outbreak without disrupting production. JRC utilized Vista’s capabilities to transition to a paperless system, which permitted it to avoid losing valuable time and profit.
It Makes Sense to Move to the Cloud

“Before implementing Vista and VRL, I don’t know how we would have functioned with our office staff working remotely,” Johnson said. “If [COVID-19] had happened three years ago, I have no idea what we would’ve come up with.”

As JRC continues on its journey of becoming one of the top roofing contractors in the United States, its CFO wants other contractors to consider a move to the cloud.

“If you’re a growing contractor, if it just makes sense to go with the cloud model,” he explains. “You don’t have the expertise on staff. There’s a reason everyone calls the cloud the future.”

Learn more about Vista here: VIEWPOINT.com/products/vista

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ABOUT VIEWPOINT

Viewpoint, a Trimble Company, is a leading global provider of integrated software solutions for the construction industry. Viewpoint software enables customers to integrate operations across the office, team and field to improve project profitability, enhance productivity, manage risk and effectively collaborate across the broad construction ecosystem. With nearly 8,000 clients, including more than 40 percent of the ENR 400, Viewpoint’s innovations are transforming the construction industry by fully integrating operations across financial and HR systems, project management tools and mobile field solutions.

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