

# Concord General Contracting Sees a Significant Return on Investment with Vista™ by Viewpoint

## CUSTOMER OVERVIEW

### Prior Software

Sage 300 (Timberline)

### Type of Construction

General Contractor

### Headquarters

Mesa, AZ

### Customer Since

Since 2004

### Viewpoint Solutions

Vista by Viewpoint



Concord General Contracting, Inc. is a mid-sized construction management firm with offices in Mesa and Tucson, Arizona. Concord has successfully completed hundreds of projects from educational, religious, medical, municipal and historic renovation to green building.

“Vista has saved us over \$100,000 in staffing per year plus over \$200,000 a year in profit fade. It’s been transformational for us.”

– Eric Peterson, CFO,  
Partner & Director  
of Information Systems

## Removing Duplicate Entry through Software Consolidation

The contractor had been using separate software programs to support project management and financial reporting needs. Among the challenges in this method, Concord recognized the lack of standardization, the amount of duplicate entry and tracking, and errors in forecasting, as well as a limitation to long-term capacity to grow by using separate systems.

## Investing in Integration

Concord General Contracting chose to implement Vista by Viewpoint to put business on a fast track for growth and to yield significant efficiency gains by reengineering business processes and sharing information across the company.

The comprehensive construction suite allows Concord to use Vista for accounting, pre-construction, and project management, including document management imaging and workflow that’s all configured to Concord’s specific processes.

## The Payoff’s in the Processes

Since implementing Vista, Concord has more than doubled its construction volume yet added only limited support staff. They saved the annual cost of at least three employee salaries. Concord cut waste on jobs by eliminating issues such as incomplete buy-outs, poor projections, missed change orders, and slow close out; the company estimates an average savings of at least one-half of one percent across projects.

In addition to the tangible savings, the integration of processes has increased collaboration, communication, and reduced turn-around times on all fronts. Eric Peterson, CFO & Director of Information Systems at Concord General Contracting, says: “We know Vista by Viewpoint allows us to grow our firm to most any financial and geographic size and complexity we choose – and without outgrowing our investment in the system.”