

CASE STUDY



BAILEY

CONSTRUCTION & CONSULTING



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- Justin Watts, Controller for Bailey Construction



THE CHALLENGE

Gus Vratsinas and Bob Bailey, both veterans in the retail and entertainment construction industry, founded Bailey Construction in 2011. In looking at technology platforms to help them scale their continuous growth, **they refused to waste time with anything but tried and true solutions.**

One thing that the Bailey Construction team knew for certain was that disparate software packages that do not communicate with one another require entering the same data more than once, increasing the likelihood for errors. **Using Procore for project management and Foundations for accounting, they were continually frustrated by the need for duplicative data entry across systems.** “We would

write a change order in Procore and we would have to write it again in Foundation,” says Justin Watts, Controller for Bailey. The resulting lack of data integrity was of great concern.

As a result, the manual back and forth entries between the different solutions demanded more time and resources. As a lean company where everyone is responsible for several roles, **Bailey Construction wanted a solution that would support scaling their field and financial operations.**

THE SOLUTION

A priority for Bailey Construction was the implementation of an online **subcontractor billing module**. Their list of requirements also included a **cloud-based deployment**, to avoid hosting their own servers onsite and hiring internal IT staff, as well as an ‘accommodating’ pricing structure. These prerequisites alone eliminated most other software vendors as viable options.

They evaluated Dexter & Chaney Spectrum for their subcontractor billing module, but disliked their payment structure. “The subcontractor billing is key for us,” added Watts. “CMiC has the tools to help us manage our day-to-day business seamlessly. With their annual pricing structure, it’s easy to do business with CMiC.”

Having selected CMiC as the best software fit, the next step was to determine whether CMiC was a good deployment fit. “Because our contract with Procure was ending, we needed CMiC up and running now.” **Bailey expressed these expectations to CMiC, who committed an onsite team for the duration of the implementation stages, ensuring rapid, high-quality deployment of the solution.**

In the testing phase, Bailey has seen immediate results: It used to take two full-time staff members to gather hundreds of pay applications to send to project managers at the end of the month. All of those pay applications also were hand entered into the system. Now, the subcontractors are doing the billing themselves and attaching their own forms, making it easy for anyone to run reports, instead of creating them manually. CMiC not only met all of Bailey Construction’s software requirements, they exceeded them by tailoring the deployment of the solution to their specific needs and timeline.



Supervised, Hassle-Free
Setup & Integration



Streamlined & Efficient
Billing Management



All Information in a
Single, Scalable Database

THE RESULT

With a dedicated team, **CMiC implemented Bailey’s project management solution in about 6 weeks**. “We said we needed it and CMiC pulled through for us, which was amazing,” reports Watts. Although Bailey Construction is still testing the subcontractor billing module, Watts attests that the feature is “going to be one of the keys to increasing efficiency.” Even in the small test group, they confirm that they’ve **“had zero issues integrating it.”**

Other Results Bailey Construction has Achieved with CMiC:

- CMiC’s open API integration allows **cross-communication with other systems**, such as DocuSign, increasing document turnaround time.
- By improving efficiencies, CMiC’s scalable solution has allowed Bailey to **drive growth while maintaining their staff size**. Replacing multiple software vendors with CMiC has produced considerable cost savings.

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