Founded in 2012, Mavin Construction is a general contractor based in Greenville, South Carolina, that serves five markets: healthcare, higher education, ecclesiastical, industrial and corporate headquarters. With a team of about 25 employees, Mavin brings in $25 million in annual revenue. Average project size ranges from $1-3 million, with large projects topping out at $15 million. However, as a flexible general contractor, Mavin often takes on smaller jobs, including maintenance repair projects. As a result, they were looking for an equally flexible and scalable software platform to support the wide range of project types they undertake.

Prior to choosing CMiC, Mavin was using a number of disconnected software packages for accounting and for project controls. They briefly trialed Sage Timberline for their accounting, but made the decision to downgrade to Sage 100 (formerly Master Builder) to save on startup costs. “When we founded Mavin, we stayed with Sage because it's what the team was familiar with, having used it at a construction firm where many of us had previously worked. But it became obvious from the start that we were limited on what we could achieve on Sage 100 because it's a simplistic product with no horsepower and no flexibility,” says Todd Malo, Managing Partner at Mavin Construction.

Due to the limited scalability of the Sage product, especially when it came to managing subprojects, Mavin resorted to storing their data in Microsoft Excel and Word. With data trapped in desktops and the flow of critical information bottlenecked, the Mavin team knew they had to look for a better, more robust solution. “We wanted to set the stage for growth, so we needed a scalable foundation,” remarked Malo. “We needed an integrated platform, and we needed it desperately.”

“From the perspective of a partner, having everybody working in one system and having full transparency—like being able to review everyone’s submittal logs—is really valuable. Searching for Excel files takes time away from analyzing valuable data insights and applying them. A single system is especially important for someone with oversight responsibilities.”

– Todd Malo, Managing Partner, Mavin Construction LLC
In the past, Mavin had tried to use API bridges across systems, but knew that this approach would not address their challenges due to the lack of consistency between applications. “One project manager was recording data one way and another project manager would do it another way—there was no chance we could grow successfully with that as our foundation, or realistically, lack of one,” admits Malo.

Because Mavin required that their project controls and accounting function as one, the team only evaluated SaaS solutions that included field capabilities, including Jonas Software, Dexter + Chaney, AccuBuild, Vista and CMiC. “The Procore solution was of no interest to us,” admits Jenny Lewis, Chief Financial Officer at Mavin. “We didn’t even consider Procore because they lack accounting capabilities entirely.”

In the end, it was CMiC’s ability to integrate the field and the back office with real-time information that differentiated their solution from the rest. For example, CMiC’s Mobile application optimizes the user journey across handheld devices from the office to the job site and back—all in real time. Furthermore, the CMiC Enterprise Content Management (ECM) capabilities were well received by Mavin’s users. Since CMiC’s ECM is not an acquired, licensed or integrated 3rd party application, it does not come with the headaches of disjointed user interfaces or incompatible data models. Instead, it delivers a seamless user experience that leverages the same unified data available throughout the enterprise.

Mavin’s day begins and ends with CMiC software. “It’s the first thing I open alongside my email every day, and I work in the software all day,” says Lewis. Other members of Mavin’s team, including project managers, are finding that they are completing a majority of their own work directly on the CMiC platform. For example, the ability to send subcontractors a change order directly in the system has streamlined Mavin’s workflows and drastically cut down the number of hours spent on administrative tasks and on handling paper documents. Previously, an administrator would have to print, scan and email each document. Today, PMs are approving their own invoices through CMiC’s Imaging and Workflow modules, and they’re electronically signing these forms using the DocuSign integration.

“From the perspective of a partner, having everybody working in one system and having full transparency—like being able to review everyone’s submittal logs—is really valuable. Searching for Excel files takes time away from analyzing valuable data insights and applying them. A single system is especially important for someone with oversight responsibilities,” states Malo. CMiC Imaging uses the latest in digital technology to create, store and manage an extensive image library, while CMiC Workflow increases operational efficiency by fully automating core processes. As a result, all critical information is digitized and stored in a single, scalable database—and securely accessed throughout the enterprise.

**Other Benefits**

**Mavin Construction LLC Enjoys with CMiC:**

- Users can **approve invoices from any location** by employing the remote capabilities of Imaging and Workflow.

- Once invoices get approved, they don’t need to be pulled, saving considerable time. Furthermore, the auto-fill feature **eliminates the need to manually re-enter information** already contained in the invoices, such as headers.