



Integrated ERP systems have been replacing homegrown and single-purpose accounting, scheduling, project management, job costing and human resources applications in many labor-intensive industries, while contractors and the construction industry are fueling the trend.

Rising above the others, CREW[®] fosters this trend by providing a standardized platform based on industry best practices, which maximizes operational efficiencies, provides total project visibility, and is deployed on a fixed bid basis. *Great businesses require great solutions.*

CREW, a qualified SAP™ Business All-in-One solution, was developed to uniquely address the project-centric requirements of construction and general contracting companies. CREW effectively captures, tracks, and manages projects creating a significant spur for enhanced organizational efficiency and profitability. CREW serves as a corporate dashboard delivering true cost and profit/loss statements on all projects, sales efforts, purchasing, human resource and material activities. The solution modules are flexible, template-based applications that can be easily configured to meet specific customer requirements. CREW allows for real-time access to project information and effectively supports all critical business area requirements including:

- Bidder Evaluation Workbench
- Project Progress and Forecasting Workbench (ECTC/ECAC)
- Project Progress and Financial Status Report (ECTC/ECAC)
- Owner Charges Approval Dashboard
- Change Order Management
- Subguard Processor
- AIA Billing for Cost-Plus
- Collaborative System for RFI's, Submittals, Transmittals, etc.
- Actual Labor Costing

Operational Efficiency

In Construction you do not have the luxury of predictable site conditions, a consistent field workforce, long-term customer relationships, permanent project participants, and a time-tested supply chain of materials. However, CREW is helping many construction companies more profitably adapt to and manage the critical and extremely dynamic aspects of projects.



- **OPERATIONAL EFFICIENCY**
- **TOTAL PROJECT VISIBILITY**
- **INTEGRATED SYSTEM**
- **PREDICTABLE COSTS**
- **INDUSTRY BEST PRACTICES**

CREW supplies the tools contractors can use for adopting a culture of continuous improvement while thriving in a world where every project is truly a prototype with an operational mandate. These tools enhance contractors' abilities to maximize project success and demonstrate valid evidence of adding quantitative and qualitative value to their own bottom lines and to their customers' businesses

As a growing company, your leadership depends on your ability to adapt to changes in the market, build lasting relationships with your customers, and get to market quickly. Meeting these objectives can be daunting, particularly when your business systems are not fully integrated and lack the functionality you require to run your company. What's more, they can be time-consuming and expensive to maintain.

“SAP CREW will enable us to increase predictability and streamline business processes to significantly enhance our future growth opportunities.”

Bill Ponseti, CIO, Roy Anderson Corporation

What you require is a comprehensive, integrated business solution that can enhance your company's agility, optimize operational efficiency, and strengthen your customer relationships.

Total Project Visibility

CREW is integrated to provide you total visibility of project profitability and resource utilization, including cost overruns, milestones, profit/loss, and retainage. The unified view provides you with a central resource for consistent corporate information and integrated project data. In addition to the ability to view project costs and schedules from any source to determine overall real-time business and financial impacts, your organization will have quick access to vital documents across all projects, such as subcontracts or change orders.

With CREW, you can view and compare projects side by side, taking note of successful practices in one project and implementing the same practices in others. You can then allocate workforce resources properly, giving priority to those projects in the most critical phases. Having integrated project management enables increased profitability with every project and a greater ability to deliver projects on-time and within budget. Deploying CREW gives your company a strong grasp of project details and a clear view of real-time data, so you can build a more proactive strategy in a reactive environment. *Great companies require great solutions.*



Strategic Value of an Integrated Solution

The most effective way to apply rigor to your business processes is to adopt CREW, a set of business practices and tools complementary to all teams at the core of your projects: project management, labor and equipment productivity, and change orders and forecasting; fixed plant and mobile equipment management; and fabrication, procurement, human resources, and back-office accounting.

Adopting CREW, a technology solution prepackaged with integrated best practices and tools based on a single system of record, enables interdependency and alignment across your organization. This is a key step toward achieving operational excellence. Why? Transparency. CREW provides your key decision makers with ways to acquire a broad view of company operations, and gain a deep understanding of the variables and key decisions that impact your project's profitability. Moreover, your entire project portfolio becomes more visible, enabling you to recognize trends and best practices on which you can capitalize or improve.

By unifying your departments' business processes, not only can you share real-time project data within and across departments and business functions, but with your customers as well. The result? Your standard business practices become a way to serve your customers more strategically. By avoiding surprises and delivering high-quality project information to your customers, you enhance their abilities to make more informed decisions and get work done more efficiently. In the end, you reduce their costs of doing business with you.

Predictable Costs in an Unpredictable Economy

In today's economy you cannot afford to ignore the total cost of ownership of your IT infrastructure, by further prolonging the life of inefficient and unreliable disparate business applications or outgrown proprietary systems. The time is now to embrace efficiency and minimize risk to your bottom line.

Not only should you consider the TCO predictability, but also the up front deployment cost. Unlike other offerings and solutions, CREW is deployed on a fixed bid basis by expert consultants. Don't gamble on a time and material deployment. With our industry expertise, we provide reliable and accurate fixed bids with fixed timelines. Having CREW built on industry best practices, further reduces risk by providing world-class functionality within a proven and affordable methodology. Total cost of ownership and risk are minimized, while your return on investment is maximized. Predictability is king with any investment and its value is magnified in an unpredictable economy.

"SAP CREW provides...an integrated enterprise system fit to JVIC's unique industry requirements. Using best practices, we expect a payback in less than 2 years."

Jim Lanclos, Director, JV Industrial Companies Ltd.

Industry Best Practices

Most companies can't afford to spend months tweaking and customizing software to meet their specific needs. That's why CREW integrates proven best practices that reflect decades of SAP experience working with the construction industry. Industry best practices refer to the finely honed and efficient preconfigured business processes defined by the world's most successful construction companies and developed by the world's leading business software company.

With industry best practices, 'out of the box' CREW is approximately eighty percent pre-configured with the remaining twenty percent, typically the most strategic, configured during your implementation. Not only does this accelerate your implementation time, it speeds your time to value by helping you get dependable, efficient processes up and running quickly.

SAP best practices are continuously enhanced and improved with the support of 76,000 customers, over 51,000 employees in 50 countries, and more than \$1 Billion invested in research and development annually. It is no wonder, that the best run businesses run SAP.

Great Businesses Require Great Solutions

Project-centric requirements of specialty, industrial and general contracting companies are the cornerstones on which CREW is uniquely developed. CREW is the single business management solution you cannot afford to overlook.

Your technology infrastructure has to keep pace with the evolution and growth of your business or you'll lose the agility that has made you so successful. CREW supports the way you do business both today and tomorrow as your company grows and changes.

CREW Business Benefits

Better control of project and corporate finances: Companies can integrate financial management, business analysis, and strategic enterprise management. They can optimize financial planning and forecasting, streamline financial supply chain, and improve fiscal management and reporting.

Stronger relationships with subcontractors and suppliers: Companies can improve their communication, including their relationships with suppliers.

New ways to attract, retain, and use employees: Companies can link employee processes with business processes and support multiple languages in their global operations. They can perform robust knowledge management to retain organizational expertise.

SAP Best Practices Accelerate Results:

Study Findings

PROJECT DURATION	- 22%
PROJECT COST	- 20%
POST-GO-LIVE FIXES	- 34%
TCO (OVER 3YRS)	- 11%
SOLUTION ALIGNMENT	+ 41%
OVERALL SATISFACTION	+ 29%
PROJECT RISK	- 71%
PROCESS COST	- 22%

Source: Enhanced Project Success Through SAP Best Practices, International Benchmarking Study, M. Selchert

Improved project management: Companies can implement market-leading enterprise resource planning (ERP) and manage projects in new ways that control costs and improve productivity.

Enhanced project execution: Companies can manage equipment to maximize usage, track their assets with greater control, improve document management, and enhance communications with valued partners.

Better change order management: Companies can manage change orders more efficiently, performing comprehensive document and version management with sophisticated collaboration.

Ability to seize aftermarket opportunities: Companies can collaborate with partners in new ways that give them the flexibility to capitalize quickly on new business opportunities, such as performing facilities management.

Improved project portfolio and asset management: Companies can align information, people, and processes in the entire organization from a holistic perspective and make informed strategic decisions.

Better-integrated environment: Companies can give everyone role-based access to the information, applications, and robust mobile technology they need. They can unify people, information, and processes across technological, organizational, and geographical boundaries.

ALL IN ONE CREW®

Available CREW Features:

Project Execution

- Estimating and Bid Leveling Process
- Employee Resource Planning
- Labor costs applied via standard rates or actual payroll rates
- Change Order Management
- Scheduling Logs and Planning with Document Management
- Project Financial Analysis - Buyouts, CTC, CAC, Forecasting
- Field Operations
- Project Completion
- Revenue Recognition/Results Analysis
- Actual Labor Costing



Contract Management

- Customer Master (Owner Masters)
- Owner Contract Processing
- Pricing Procedures
- Project-related Billing with retention release
- AIA Billing
- Debit Memos
- Basic Credit Management



Project Management

- Request for Information
- Transmittals
- Submittals
- Daily Logs
- Meeting Minutes
- Document Workflow



Subcontractor Management (Purchasing)

- Supplier masters
- Purchase order types (subcontractor, field, major, etc)
- Outputs



Purchasing (Material)

- Supplier masters
- Purchase order types
- Requisition-to-Pay lifecycle to include
- Outputs

Financial Controlling

- Profit Center Accounting
- Cost Center Accounting
- GL Account-based Profitability Analysis
- General Controlling



Financial Accounting

- General Ledger
- Accounts Receivable
- Accounts Payable
- Financial Statements

Human Resources

- Organizational Management
- Personnel Administration
- Benefits Administration
- Travel Management
- Time Management
- Payroll Processing
- Employee Self-Service



Equipment & Tools Management

- Planning - Requisition, Dispatch, Outbound
- Billing
- Maintenance Planning
- Equipment & Tools Master Data



Opportunity Management

- Customer Tracking
- Activity Management
- Lead Management



Business Planning & Consolidation

- Sales Planning and Reporting
- Human Capital Management
- P&L Planning including Cost Center Planning
- Legal Consolidation



Business Objects Executive Dashboard

- Line of Business - Actual vs. Plan by Month
- Top Projects
- Top Change Orders - Buyout vs. Value



TO LEARN MORE VISIT:

WWW.CREWALLINONE.COM

