



FASTER,
SMARTER
AND
LEANER

CONSTRUCTION & ENGINEERING

Running a profitable and growing construction company was never easy, but today's environment is tougher than ever before. Today's engineering and construction firms face extremely challenging and dynamic economic conditions.

In addition, as project owners have become more sophisticated, tight margins, intense competition, and demands for faster completion times are increasing risks and putting enormous competitive pressure on Engineering and Construction firms. A tentative rebound in the construction market is creating more opportunity. And with it come new challenges, including a growing shortage of construction professionals, sputtering funding for transportation, infrastructure and other public projects, just as private sector work in some market segments accelerate. To position themselves for opportunity in today's construction market, companies are being forced to re-think their strategies. The construction industry is at a turning point, and now is not the time to maintain status quo. Those companies that seize the initiative to innovate will take advantage of opportunities, overcome challenges, and thrive.



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Sharpen your Competitive Edge with SAP

Gain competitive advantage and lead the dynamic construction industry. Integrated SAP solutions for engineering and construction enable companies to increase resource productivity and project profitability, mitigate operations and financial risk, and drive growth with complete construction lifecycle services. From planning and design to project management to operations, SAP solutions provide the comprehensive enterprise-wide visibility you need to excel.

Illumiti is a Systems Integration and Management Consulting company. We enable customers to realize their vision by leveraging SAP technology, people, and leading business practices. Since its founding, Illumiti has developed a reputation for delivering successful customer projects faster, smarter and leaner.

Quick Facts

- Illumiti is an SAP® gold channel partner
- Awarded the SAP® Business All-in-One Partner of the Year, Canada – 4 years running
- Over 325 SAP Consultants with an average of 10+ years of experience
- 10 years serving engineering and construction companies in Canada and the US
- Serve 175 customers across many industry sectors
- Completed over 90 SAP implementations since 2000

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Challenges and Winning Solutions

Adopting the right technology platform to take advantage of opportunity is critical to success. At the same time, software should enable the maximum efficiency and visibility of construction operations. The right solutions allow companies to meet important challenges.

| BUSINESS CHALLENGES | KEY FEATURES | BUSINESS BENEFITS |
|--|--|--|
| Tightly monitor and control project performance | Project and business financial analysis – Evaluate measures such as revenue, costs and profit | Improved project profitability with more visibility into execution and productivity issues |
| Detect and mitigate risk early in the project lifecycle | Project and business execution analysis – Track measures such as earned value, schedule variance, and incident rate | Better business planning via insights into performance of lines of work and business units |
| Give managers appropriate information to make better decisions | Project and business resource analysis – Review measures such as productivity index, labor efficiency index, and equipment utilization | Support for best practices for strategic and operational performance management |
| Avoid time and resources involved with developing firm-specific analytics content | Root cause analysis – Drill down through dashboards and reports to find sources of variance. View key, relevant information in an easy-to-understand format | Enhanced agility and competitiveness due to fast information analysis and optimal decision making |

Illumiti and SAP for the Engineering and Construction Industry

Illumiti in combination with SAP provide the best value per dollar of any solution for the construction market. SAP construction applications and technologies provide the best foundation for growth of any construction IT solution, while Illumiti can help your firm achieve optimized operations in the key areas at the core of your construction business, by implementing custom-fit SAP® systems. Illumiti's methodology is designed to ensure that you receive the maximum value for your investment, and the SAP experience of our team is among the highest per FTE in the industry. Using SAP's best practices Illumiti delivers a pre-configured solution designed to streamline your businesses for maximum efficiency. Finally, the R&D capacity of SAP and Illumiti combined is un-paralleled in the construction software market.

Key Features of SAP for Engineering and Construction firms

Project Management:

Keep projects on time and within budget. Maximize productivity and profitability with comprehensive functionality to manage materials, labor, equipment, and subcontractors on projects.

- **Project Change Management:** Control project scope and related risk by identifying, tracking, communicating and performing change order work. Capture revenue and improve profit margin on complex, changing projects.
- **Subcontractor, Owner, Engineer, and Architect Collaboration:** Streamline tasks and project-related documents by connecting and empowering people with integrated information,

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documents, and business processes. Reduce unexpected project cost overruns by accelerating communication across project teams, improving insight on changes, and reducing execution errors.

- **Mobile Construction Management:** Increase project staff productivity with mobile platform and applications integrated to the enterprise system. Keep your project team where they belong, in the field managing work, not in the office.

Project Profitability:

- **Performance Analytics for Engineering, Construction and Operations:** Deliver accurate insight on project performance and forecasting, business performance, and resource productivity.
- **Contract Billing and Payment:** Maintain healthy, stable financials and ensure a strong project cash position with close management of the billing and cash collection process – from invoice to payment. Set up construction industry-specific billing templates to enable streamlined processing.

Building Information Modeling:

- **Collaborative Virtual Design and Construction:** Enable more accurate engineering-procurement-construction-operations and maintenance through 3D visualization technology. Integrate the building information model (BIM) with business process.

Subcontract Management:

Centrally manage subcontractors by connecting supplier management, sourcing, contracts, and operational procurement processes.

- **Subcontract Management:** Improve subcontractor pre-qualification, buy-out, performance, and payment. Get excellent results from sub-contractors and keep the high-performers as your partners on future projects

Workforce Management:

Increase employee and customer satisfaction and improve business performance by providing best-in-class HR processes and services, on-premise or in the cloud.

- **Labor Productivity:** Maximize project performance by measuring labor productivity, forecasting accurately, and managing proactively.

- **Payroll:** Consolidate HR and payroll processes onto a common global platform to unify workforce data and meet compliance obligations.
- **Talent Management:** Improve strategic alignment, increase productivity, and accelerate results by identifying, developing, motivating, and retaining talent.
- **Time and Attendance Management:** Streamline time-management processes for visibility into and control over labor costs to enhance resource effectiveness.
- **Workforce Planning and Analytics:** Identify and analyze talent gaps and streamline workforce planning processes for efficient and effective management of workforce demand and supply.

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Safety and Compliance:

- **Environmental, Health, and Safety Compliance:** Reduce risk by facilitating comprehensive assessment, and continuous improvement of your environmental, health, and safety (EHS) practices.

Finance:

Robust finance processes allow people and companies to work together more efficiently and use business insight more effectively to outperform expectations.

- **Financial Performance Management:** Streamline budgeting processes, capture growth opportunities, and customize business flow to achieve goals.
- **Accounting and Financial Close:** Close books and create financial statements on time with greater insight, accuracy, and compliance.
- **Treasury and Financial Risk Management:** Improve the management of every activity associated with cash, payments, liquidity, risk, and compliance.

- Collaborative Finance Operations: Automate key business processes in invoice to pay, receivables management, and shared services.
- Enterprise Risk and Compliance Management: Proactively manage risk events by automating risk and compliance activities

Equipment and Tools Management:

- Equipment and Tools Management: Manage construction equipment operations and maintenance by integrating, automating, and unifying all equipment-related data, processes, and reporting. Maximize equipment performance, utilization and profitability.

Procurement and Materials Management:

Ensure best practices in the source-to-pay process, on-premise or in the cloud, while leveraging the power of network collaboration for efficiency and insights.

- Supplier Discovery and Lifecycle Management: Find new suppliers and manage these relationships through supplier management solutions.
- Strategic Sourcing and Contracting: Identify and act on sourcing opportunities, and create favorable, low-risk supply contracts.
- Procurement and Order Collaboration: Realize savings with compliant, user-friendly self-service procurement.
- Collaborative Invoice to Pay: Drive invoice automation and exception management with available dynamic discounting.
- Commodity Management: Optimize procurement and risk management for a consolidated, real-time view of commodity risk to react quickly to market changes.

Facility and Asset Management:

Get real-time visibility into asset performance, manage the asset lifecycle efficiently, optimize asset usage, and cut costs by leveraging powerful analytics.

- Optimized Asset Maintenance and Facility Operations: Increase uptime, narrow process variability, control maintenance costs,

react faster to process disruption, and satisfy customers more consistently by gaining greater visibility into asset operations and performance.

- Service Management: Service orders and requests. Efficiently schedule and dispatch service technicians for maximum utilization and profitability.

Business Development / Customer Relationship Management:

Seize new opportunities, strengthen customer relationships, and boost sales-force productivity with better account, contact, and opportunity management. Become more agile and competitive and win profitable projects on-premise or in the cloud.

- Opportunity and Proposal Management: Enhance the efficiency of the bidding process with robust collaboration tools; deliver timely, competitive, and profitable bids by leveraging unified data across departments; and mitigate risk by basing estimates on real costs and margins.

Real Estate Management:

Enhance every aspect of your commercial real estate management operation for maximum return on investment. Increase transparency and visibility into your portfolio, enhance tenant satisfaction, and maximize occupancy.

Using SAP's best practices Illumiti delivers a pre-configured solution designed to streamline your construction business processes for maximum efficiency

Best Run Customers

- 8 of the Top 10 EC&O companies in North America run SAP
- 8 of the Top 10 international EC&O companies run SAP software
- 10 of the Top 10 EC&O companies in Latin America run SAP
- 9 of the Top 10 EC&O companies in Europe, the Middle East, and Africa run SAP

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