



## case study

# Southern builder feels right at home with Dynamics NAV

*“It was key to us to have a solution that not only delivered information from a single database, but was reliable and robust.*

*The fundamental difference with MetaBuild is its very powerful, user-defined development environment.*

*We liked having the flexibility to have the solution designed around the way we do business.”*

**Richard Jeffs**  
Finance Manager  
Pearce Construction

Pearce Construction made the decision to move from their existing CODA system to MetaBuild, a construction industry specific solution based upon Microsoft's Dynamics NAV. This move was prompted by the need to have a centralised, stable business solution that would reduce the data duplication being experienced using the old system.

With the ability to track and trace any project in minutes, Pearce is reaping real benefit from implementing a new business solution from Metaphorix.

### The Company

Pearce Construction (Barnstaple) Ltd is a speculative house developer and general contracting business with a turnover in excess of £11.5m.

Pearce currently employs more than 110 staff – 28 are office based and 90 are site based.

Pearce has three divisions – Major Contracts, Pearce Property Services and Pearce Homes.

### Major Contracts

This division has a customer base made up of corporate business, local companies, local authorities, county councils and domestic clients, with many of them repeat customers.

### Pearce Property Services

This division deals with smaller projects and enjoys a similar customer base to Major Contracts.

### Pearce Homes

The Pearce Homes division deals with housing development, principally for private sales but also in partnership with social landlords for affordable homes.

### The Challenge

Pearce had many issues with their old system, particularly with regards to the integration of the modules within it.

Information was difficult to obtain readily, data typically had to be entered more than once and it was hard to trace transactions through the system.

*“We had particular problems with committed costs from a subcontract to a purchase order”,* explained Richard Jeffs, Finance Manager at Pearce.

A requirement to produce much more meaningful management information also drove the decision to evaluate new systems.

The CODA solution really didn't work the way they wanted to and did not offer the industry function they needed.

The management at Pearce realised that a new system could deliver much improved reporting.

The main areas where they needed better information were around the control of projects and the need to monitor their processes to make them more efficient.

# case study

## The Solution

In replacing the CODA system, Pearce wanted to move to an industry specific solution that offered them the functions they needed to run their business. They chose MetaBuild.

MetaBuild is the industry specific solution for home builders, civil engineers and construction companies of all kinds.

Built around the power of Microsoft's Dynamics NAV package, MetaBuild offers superb core functionality, married to the latest technology and enhanced to address the specific needs of builders.

Designed with the help of users in the building sector, MetaBuild helps to run the business more effectively by working the way you do, mapping onto your business processes.

MetaBuild reduces the workload on users, makes them more efficient and reduces cost throughout the business.

In Pearce, MetaBuild is used to link all elements of the business together from project accounting through contractor management to payroll and human resources, dealing with, and tracking, all of their complex CIS reporting requirements.

## The Benefits

The system has produced many benefits for the team in Pearce.

### Digital Ordering

With digital ordering, invoicing is a simple automated process, with no need for data duplication.

Invoice entry time has also been significantly reduced and this has allowed more time to be spent on queried invoices.

CODA was also problematic when producing digital versions of subcontracts and purchase orders. With MetaBuild it is very simple; click a button and a copy can then be emailed or faxed electronically.

Jeffs quickly saw the value from using MetaBuild's digital ordering functionality.

*"With the introduction of digital ordering, all team members involved in project management are able to see 'actual' and 'remaining committed costs'. This was not possible with the CODA system."*



## CLIENT PROFILE — Pearce

Pearce Construction needed a centralised, stable business solution that would reduce the data duplication being experienced using the old system.

### Solution

Microsoft's Dynamics NAV and MetaBuild, the building industry-specific solution from Metaphorix.

### Benefits

- Improved efficiency through automation of manual processes
- Ability to export data instantly to Microsoft Excel.
- Analysis and reporting made easy - full drill-down and drill-up facilities.
- Improvement in tracking of project information from a central source.

This also applies to remittance advices, which are now produced and sent via an electronic fax server that sits on the network, drastically reducing the time and cost of previously printing and posting.

### Project Information

Pearce have seen a great improvement in the ability to track project information from a central source. All insurance, safety and job information is held in one place and is now easily accessible.

*"Previously, we would have had to pull this information together manually from several different data sources, now the information is at our finger tips",* Jeffs says.

Pearce were impressed by the project accounting functionality of MetaBuild and the fact that all job costs were instantly reconcilable in the General Ledger.

This makes analysis and reporting easy – full drill-down and drill-up facilities allow data to be interrogated quickly and easily.

With multi dimensional analysis, this also means that data can be analysed and compared through many different views across many different projects.

Pearce also liked the reporting capabilities of MetaBuild and the fact that data can be instantly exported and manipulated in Microsoft Excel.

*"This is a powerful feature. We use Excel all the time and this has proved particularly useful where we have larger projects with a high level of complexity",* enthused Jeffs.

### Improved Efficiency

Pearce liked the automation of the system, being able to directly link 'Work in Progress' to 'Cost of Sale' and production of purchase invoices straight from purchase orders.

This has cut down significantly the need for rekeying of information at each stage of the project process.

### Metaphorix & MetaBuild

Pearce have been very impressed with the stability of MetaBuild and the external support that Metaphorix provide.

With remote access to Pearce's live system, Metaphorix can instantly analyse problems and advise on the best course of action. If need be, users can even be shadowed to find out where they may be going wrong.

Jeffs again:

*"Without doubt this system has significantly improved the efficiency within the business and has provided savings by automating a lot of our processes and reducing the need for rekeying and data duplication."*

*"We have a good working relationship with Metaphorix and we have worked hand in hand to tailor the system to meet our exact requirements, which has made for the smooth running of the project."*

*"The fact that MetaBuild is built on the Microsoft Dynamics NAV platform gives us the peace of mind that this solution is going to be around for the long term."*

For more information about our products and services, please call: **01675 432400**, email us at: **sales@metaphorix.co.uk** or visit our website: **www.metaphorix.co.uk**

# Metaphorix

 Microsoft Dynamics NAV