



## Today's Contracting Environment

Contractors today are facing pressures from all sides. Fierce competition and demanding customers have led to eroding profit margins. Projects and jobs have become increasingly complex, thereby creating a critical need for accurate project planning and management. As a result of this, many contractors today are facing difficulty meeting their numbers. In order to compete in this new world, contractors need a system that can help them:

- Estimate costs and plan projects accurately and efficiently
- Track and control workflow in order to keep track on costs
- Ensure availability of assets and resources required to complete projects on time
- Produce competitive quotations that take into account experience from previous projects

## Orion @ Contracting

Based on over a decade of experience in building technology solutions, Orion@ Contracting is an Enterprise Resource Planning II (ERP II) product that provides contractors with the means to maximize resource utilization and accurately estimate complex projects, enhance profitability, and create a sustainable competitive advantage.

Orion @ Contracting has been specifically designed to meet the needs of companies in:

- Construction
- Heating, Ventilation, Air Conditioning and Plumbing (HVAC)
- Electrical Contractors
- Mining and Mining Services
- Shipbuilding and Repair
- Specialty Contractors

Customers who have implemented Orion @ Contracting have realized the following benefits:

- Improved estimation, planning and coordination of projects, leading to improved profitability and reduced costs
- Ability to complete projects on time and on budget
- Optimal utilization of resources amongst multiple projects
- Timely payments due to automated generation of invoices efficient cash management
- Improved ability to make strategic business decisions based on real-time information across their organization



## Project Cost Estimation & Planning

Orion@Contracting enables you to estimate costs of labor, material and resources down to the cost-center level. It also assists in planning projects and 'freezing' resources to ensure availability of assets at the time of need.

### Feature:

- Labor and material estimation
- Prepare competitive quotations
- Sub-contractor management
  
- Equipment and material reservation

### Benefits:

- Improve accuracy of project estimates
- Improve contract win-rates
- Enhance profitability through effective and efficient communication and management of sub-contractors
- Eliminate project time overruns and cost overruns that may result from unavailability of materials and machines.

## Project Tracking & Execution

Orion@Contracting's Job Tracking and Execution capabilities enable you to ensure that even the most complex projects are completed on time and on budget. By ensuring availability of appropriate resources at the right time and the right place, Orion can help you complete each project efficiently.

### Feature:

- Inventory management
- Procurement management
  
- Overhead cost tracking
- Resource transition between multiple projects

### Benefits:

- Reduce overhead costs and ensure optimum material utilization
- Automate and streamline procurement processes. Leverage collective buying power to negotiate better supplier contracts
- Minimize project cost overruns due to improper or inconsistent cost tracking
- Ensure maximum utilization of you resources

## Project Closing & History

Orion@Contracting's Project Closing and History enables you to properly close out existing accounts, thereby ensuring appropriate processes for invoicing and account closing are activated and completed. In addition, Orion@ Contracting can maintain project history and help you analyze projects, either individually or in aggregate.

### Feature:

- Automatic transfer of all accounts to finance
  
- Close resource accounts
- Create closing reports
- Maintain history

### Benefits:

- Ensure correct accounting practices. On time invoicing. Reduced errors and time loss that may result from manual data transfer
- Make reserved resources available for other projects
- Analyze and learn from past projects
- Save project analysis for future reference