

INFORMATION ENABLES

Transform Your Engineering and Construction Firm



New service offerings increase revenue but make risk mitigation more complex. Engineering and construction firms need to transform into information-driven enterprises, where timely, accurate data is the foundation of every project.

Oracle: Industry Proven

- 9 of the Top 10 ENR Top 100 Global Design Firms run Oracle applications.
- 5 of the Top 5 ENR Top 225 International Contractors use Oracle applications.
- 10 of the Top 10 ENR Top 100 Construction Managers-for-Fee Firms run Oracle applications.

Source: enr.com (2005)

“Due to the strength of the current product set, the ongoing investments in additional functionality—such as enhancements to the Oracle Projects modules—and the strong commitment to the engineering and construction industry, we believe that Oracle is best positioned to meet the current and future needs of our business.”

Julius Chepey

Vice President and CIO
M.A. Mortenson Company

Engineering and construction firms are operating in a new world, where progressive project-delivery methods such as design-build-operate have become mainstream business practice. New service offerings are driving top-line growth but also are increasing the complexities of companies' risk mitigation strategies. And with today's environment of rising bonding rates and inflated material prices, engineering and construction companies need a solution that gives all stakeholders the timely, accurate business data they can use to mitigate risk.

Oracle delivers preintegrated business applications—including key functionality designed in collaboration with leading engineering and construction enterprises—that help you meet today's challenges. Only Oracle offers a unified data model that integrates information across your organization so you can write targeted proposals, collaborate effectively with project stakeholders, monitor and control project execution, optimize equipment assets, and

reduce procurement costs. With Oracle, your company has increased control of all phases of the project lifecycle—allowing you to reduce costs while optimizing the utilization of your key resources.

Identify the Right Projects and Streamline Opportunity Management

Oracle gives your company an enterprise view of all potential projects and the analytics to help you evaluate which projects are the best candidates for your portfolio. Understanding which client relationships have been the most profitable and which projects best fit your resource capacities and skill sets are crucial to your future success. By analyzing past experiences with clients, suppliers and subcontractors, service providers, and other entities you can recognize and address risk factors early on. In addition, Oracle helps you manage new opportunities by standardizing sales methodologies, automating the proposal process, and monitoring the pipeline.

Fact: 19 of the Top 25
ENR Top 400 Contractors
run Oracle applications.

Reduce Risk and Drive Bid and Proposal Efficiency

Oracle makes the estimating and proposal process more accurate and efficient by giving you visibility into potential areas of risk and helping you mitigate that risk. You can evaluate which portions of the work pose the most risk, identify the suppliers and subcontractors that have the needed capabilities, and define the contract terms and conditions to balance risk with potential profitability. You can analyze suppliers, vendors, and subcontractors on the basis of historical indicators such as performance, bonding capacity, type of work, and regional scale. You can also review past performance data to see which types of work have the most variability in their cost performance. Moreover, you can roll the detailed proposal and pricing information directly into the project management system for an auditable history of the project.

Optimize Delivery of Pre-Construction Tasks

With Oracle, you can improve contract administration by managing contract provisions, establishing key deliverables, and tracking requirements. Oracle also enables you to link to scheduling, estimating, cost collection, or other third-party systems to integrate all project data. By utilizing self-service capabilities and monitoring commitments in real time, you can efficiently execute on bid results. Oracle also enables you to streamline the flow of

data—such as resource breakdown structure, estimates, and initial budgets—to seamlessly transition from bid to project startup while eliminating errors and duplication of effort.

A skills repository integrated with project requirements optimizes workforce deployment, allowing you to assess worldwide resource availability, enhance forecasting, improve companywide utilization, and share a single resource definition with human resources. Oracle's solution also enables you to manage equipment requirements by forecasting usage through a rolling stock equipment strategy and handling preventive and ongoing maintenance.

Control Project Information and Changes

From initial project planning through contract closeout, you need daily awareness of all relevant progress, cost and schedule changes, productivity, subcontractor and supplier status, equipment utilization, billings, and closeout requirements. Lack of detailed visibility into project status can set you up for negative surprises that erode job profits and can damage relationships. Oracle solutions not only provide you with visibility into your projects; they also let you extend that visibility to your clients. By allowing them to view and track progress of their new construction, Oracle can help you enhance the customer experience and improve relationships.



Manage Closeout and Ongoing Operations

Oracle solutions integrate and improve key operations through all phases of the project lifecycle, from concept through completion. You can accelerate the closeout process with real-time access to final change-order status, billings, punch lists, liens, and claims, as well as administrative items such as O&M manuals, as-builts, affidavits, manufacturer certificates, and other critical submittals. Built on a unified data model, Oracle applications connect all the project stakeholders, capture and integrate all communications, and streamline this otherwise tedious administrative process to help you fulfill all requirements and speed final payment.

Oracle's integrated architecture allows you to run your entire business on a single, global data repository, which enables you to simplify your IT infrastructure and to save money—while getting better information. Oracle solutions also relieve administrative burdens and free up your resources to prepare for the next project, so that your firm can continue to innovate and build a competitive edge.

CONTACT US

To learn more, call +1.800.ORACLE1 to speak to an Oracle representative or visit oracle.com/industries/engineering.