



## Case Study

# COTTON INC

To respond to its rapid growth, Cotton was looking for a flexible, versatile and easy-to-use construction management solution that ran on Windows. They needed software that could address the unique needs of all six companies in a solution that was well-priced and that included excellent service and reliable follow-up.

Tracking actual time, costs and working conditions against initial budgets allows Cotton to bid more competitively on future contracts.

- One solution for six different sub-companies
- Improved competitiveness
- Increased quality of services and more reliable follow-ups
- No more data loss, better results
- User-friendly, versatile, flexible

**Founded in 1987, Cotton Inc. is an Ontario-based construction company that has tripled its size, activities and staff over the past 10 years. This expansion has been well-managed by wisely integrating general construction, home building, trucking, forming, ready-mix concrete and property management into six distinct companies. Cotton employs more than 150 people and operates a substantial fleet of trucks and machinery.**

Cotton has a very complicated trucking system. They purchase their stone from roughly 15 different suppliers, but they are unable to download data directly from the suppliers' individual databases. They had to find a system that was capable of tracking transactions with precision, from the supplier to the customer, and to invoice them accurately. This data - the number of tickets entered into the system and subsequently tracked from suppliers to hired truckers and finally to customers - is the highest volume of data produced by Cotton. Cotton also needed to track actual time, costs and working conditions against initial budgets to allow for more competitiveness on future contracts.

As a second phase, Cotton also wanted to implement a garage management system to track the scheduling of vehicle maintenance. "We need to track every kilometre, every drop of fuel and all other maintenance costs,"

Now as the accounting department performs its weekly invoicing, everything bought and sold is recorded in its proper place simply by entering a single ticket for each transaction. These tickets have individual numbers and they can be reconciled with invoices issued by the suppliers, hired truckers and those that are issued to the customers. Supplier tickets are entered only once, with the system designed to track them directly to customers. Every time a stone is loaded onto a truck, it is invoiced to the customer. With maestro\*, accounts receivable and payable are entered at the same time; there is no duplication, no loss of time, no loss of profit.

***"We can bid on a job with more precision. As we proceed with larger projects, we can very easily process and retrieve data through maestro\*. Maestro\* can be as simple or as detailed as you want it to be. It's up to you. Either way, the result is the same: tracking your job costs and your project management. That's what it's all about."***

