

# cepheo

Digital Empowerment

## An IT foundation to build your business on

IT solutions that boost productivity  
and your bottom line.



# Boost your bottom line

The potential for increased productivity in construction is huge. The message is clear – even in a challenging market, most businesses can boost their bottom line. It is not about growth or a building boom, but about making the most of what you have.

Good workflows contribute to increased productivity and fewer errors. Automating manual tasks eases administration and increases profitability. At the same time, getting up close and personal with the numbers gives you insight into the finances across the business and to individual projects. This allows you to continuously adapt to the current market situation.

If you take a systematic approach, you can turn multiple challenges into bottom-line gains one by one.

## Contents

Boost your bottom line	2
Coherence from sales to service	3
One complete solution for construction	4
The foundation beneath your business	5
Strong add-on solutions	6
We have got it all set up	8
Cepheo makes a difference	9

## Do you recognize any of these challenges?

### The accountant/economist

- Do our invoices include everything first time?
- How do we record hours and materials more efficiently?
- How can we make our approvals less time-consuming?

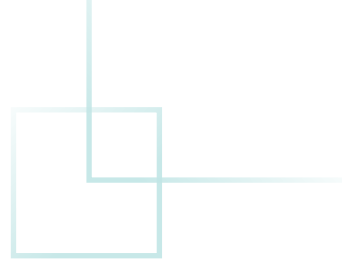
### The business owner/director

- Which customers and projects are profitable, and which are not?
- How do I get a quick and accurate business status?
- How do I ensure better profitability?
- Where can I cut costs?

### The project manager

- Will I find out in time if plans go awry?
- Do I have an overview of hours and materials?
- Are our ongoing projects on budget?
- Are we working from the latest drawings?





# Connected, from sales to service

Cepheo Construction and Building Management gives you control throughout the construction process, from planning to operation.

It is not enough to deliver good workmanship if you want to survive and make money. If you do not manage profitability, cash flow and delivery, your business will not last long. But if you know earnings per employee, profit margin for your largest customers and the earnings on different types of work, your chances of success are much higher.

## Power up your processes

The construction process ranges from design and planning to tendering and preparation to construction and subsequent maintenance. The process can take months or even years – there are many changes of responsibility and handovers along the way, and although the result is physical deliverables in the form of buildings and installations, the process involves a multitude of information flows across the business. There is a lot of money in tying those information flows together digitally.

## Competitive prices and robust earnings

There are four core activities that are particularly important to support the construction process. Your sales management should structure your sales work.

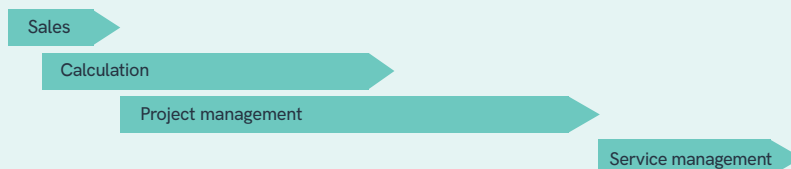
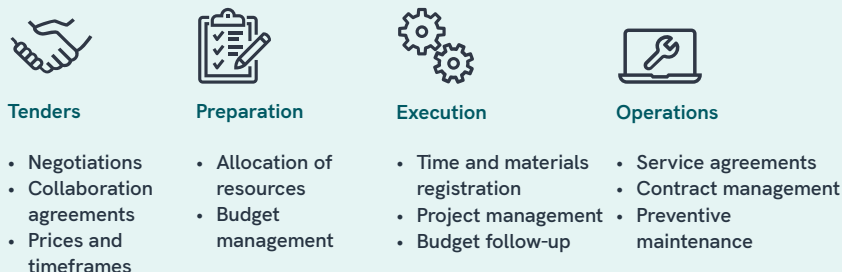
Next, you need to ensure your estimates are aligned with the actual work involved and industry rates so that your quotes are sharp.

Professional project management gives the project manager a continuous overview of finances, status and risks, so they can constantly take corrective actions.

Finally, service and contract management can add robust revenue streams to the business.

## Digitizing the entire construction process, from planning to operation, has many benefits.

### Where can you improve processes?



Activities that support the building process



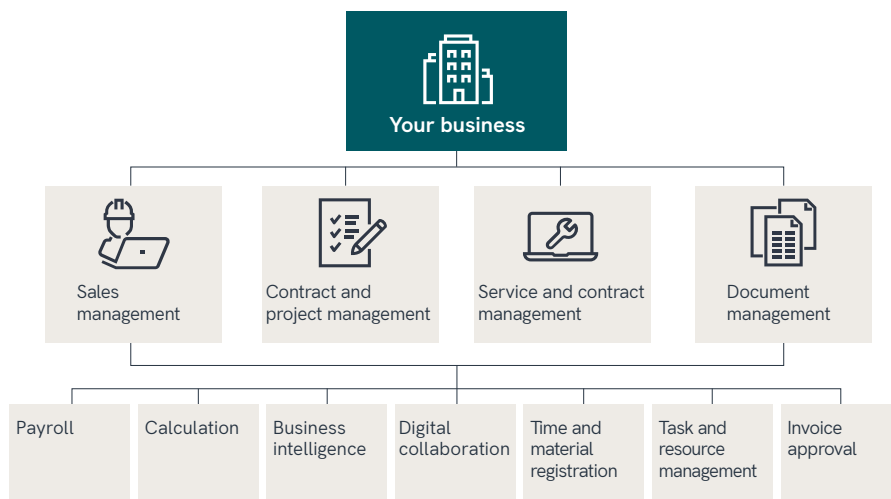
# A single, comprehensive solution for construction

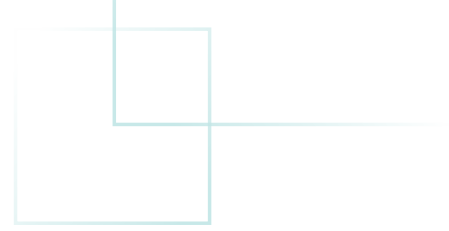
Improve your overview and streamline your processes with Cepheo's solution developed specifically for the construction industry.

You can do this by, for example:

- Automating manual and time-consuming work routines
- Optimizing the use of employees and machines
- Introducing management tools that give project- and work-managers an overview
- Digitizing and automating collaboration with subcontractors.

The solution is built around central core functionality that is vital for a modern construction and installation business. You can also include add-on solutions that further extend functionality and give you the solution that best meets your needs.





# The foundation for your business

The four pillars of Cepheo's solution for the construction industry secure your technological foundation.

The industry solution is built on Microsoft Dynamics 365 Business Central, which ensures that the technology is always up to date, so you avoid expensive and time-consuming upgrade projects.

## Case management

With a strategic approach to CRM, you can support the process from the first contact with a potential customer to the final delivery and subsequent ongoing maintenance of the customer relationship. In a hectic working environment, this helps you in following through on all your projects.

With defined sales processes, you gain company-wide visibility and a common overview of potential orders. This allows you to predict future order intake based on concrete and measurable parameters.

## Service and contract management

Systemizing your service and contract management as much as possible gives you a competitive advantage.

With an easily accessible overview of appointments, you can schedule service tasks together with other tasks. The solution can handle scheduled, periodic service, requestable service, mobile follow-up and registration of completed tasks.

Financially, you can automate the invoicing process, so you always send invoices on time and accrue contract revenue.

## Contract and case management

Here you have comprehensive follow-up options that quickly give you the status of projects and subprojects. Are you ahead or behind budget? What is the degree of completion and what is the value of work in progress? You get a tool that alerts you well before the red flags start appearing, so you can take corrective action and get your project back on track.

In addition to the improved ability for ongoing case management, you get an effective basis for retrospective calculation and collecting valuable information about where in the construction process your projects went well or not so well.

## Document management

The documentation requirements in a construction process are high, and the number of documents can quickly become overwhelming. But there is an easy and simple way to organize, systematize and store emails and other document types directly for any given project.

Professional document management ensures that all parties involved have access to the latest data. With access to all documents directly, there is greater certainty that final delivery is in line with the contract. Time will also be saved as archived documents can be easily retrieved.

**"We have opened up a wealth of possibilities with our new solution, and we can now adapt to new opportunities and requirements much more easily without having to implement a completely new system from scratch."**

Charlotte Bak,  
Finance Manager,  
BM Byggeindustri A/S



# Powerful add-on solutions

For those who want to take the next step in boosting productivity and their bottom line.

## Calculation

Was your last tender a little too optimistic? Do you know how to win a job and still make money? Powerful estimating tools help you quickly create quotes based on facts and not just hunches. Depending on your profile – brick-layer, carpenter, joiner or painter – the solution provides access to surveying forms and a comprehensive directory of complete building parts, so you can be sure to make price agreements that stick. All solutions include quantity calculations, and you can easily transfer calculations directly to case management.

## Invoice approval

By digitizing the invoice approval flow, you will save time and avoid errors. The add-on solution "Electronic Invoice Approval" digitizes the entire workflow from receipt, entering/scanning and accounting for final approval of those invoices. The solution is web-based, which means that the invoice flow can be easily accessed with an internet connection and relevant passwords.

## Task and resource management

With online task and resource management, your planning can extend all the way to the construction site. Employees have an overview of the work they must do and can quickly identify any changes. All tasks are created digitally, included in planning and distributed for execution.

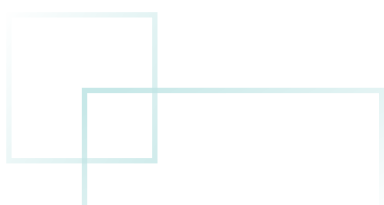
Efficient scheduling and distribution of tasks reduces travelling time and dead-time between tasks, as everyone on the project can navigate to the task list when the day starts and when they are on site.

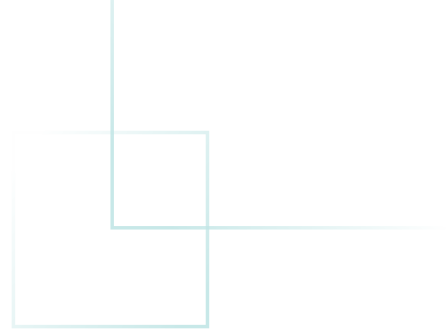
## Time and material registration

Electronic time and material management is an add-on solution for financial and project management. The solution supports the most important workflows in the service function. The mobile worker's time is used more efficiently, and hours and materials that are recorded on a completed job are immediately reflected in the accounting system.

**"We have a new IT strategy to make it as easy as possible going forward. This includes using 'plug and play' systems in the cloud where all our needs are met."**

Rune Lund Sørensen,  
Accounts Manager, Egil Rasmussen A/S





## Payroll Service

Running your own payroll is a resource-intensive activity, which is why we offer to do the payroll for you with Payroll Service. Cepheo Payroll Service is payroll administration and consulting performed by professionals who know all the relevant collective agreements in the construction industry - including all the ongoing changes - and who know how to handle issues such as vacations and weekday holidays. Unless you hear otherwise, payroll is running as planned and if you have any questions, advice is available.

## Business Intelligence

In a competitive market, you need to be able to react faster to deviations and to keep your finger on the pulse of the business. This is what business intelligence is all about. Through web-based access to management-relevant key figures and charts for management and employees, business intelligence increases the responsiveness and competitive edge of your business.

## Digital collaboration

Digital collaboration (EDI) is a key focus area to bring down construction costs. This industry solution meets the requirements for digital collaboration during the construction process.

### A proven platform to meet changing business needs

Cepheo's solution for the construction industry is built on a comprehensive platform that extends standard Business Central functionalities to support specific industry processes and meet key customer needs.

It is regularly updated with new features and functionality and undergoes extensive testing to ensure 100% compliance with each new release of Business Central.

The platform is available on AppSource and is validated by Microsoft. This includes full documentation to support daily use of the capabilities.



**"The smart thing about Power BI is that the solution is connected to our ERP system, so you just click on a link and the data appears in Business Central. It makes our workflows much more efficient."**

Rune Lund Sørensen,  
Accounts Manager, Egil Rasmussen A/S

# We have it all set up

Once you have made the decision to invest in a new business solution, all that stands between you and all the possibilities it enables is an annoying, worrying and time-consuming implementation. It can be a real concern, but that is not the case with us.

When you choose an industry solution from Cepheo, we have done the groundwork to save you time.

Our main goal is to bring value to your business - and admittedly, lengthy implementation processes are not the most direct route.

Our industry solution and structured, proven processes for implementation and testing are our way of ensuring minimal risk in your technology and business upgrade.



## Cepheo Construction and Building Management

Microsoft Dynamics 365 Business Central gives you:

- The strongest solution on the market in the latest version
- Quick learning with easy-to-understand interfaces for roles in your business
- Tight integration to familiar tools like Outlook, Excel and other Microsoft Office solutions
- Improved decision-making with visually powerful management reporting
- Cheaper and faster upgrade projects.

Cepheo's extensive knowledge of the construction industry translated into:

- Efficient workflows based on construction best practices
- Complete parameterized solution
- Default set-up for handling documents
- Integration to relevant industry solutions.



## Fits your business needs

Pre-project:

We align your needs with the solution's best practice processes and define:

- Functionality
- Technology
- Schedule.

How a project runs:

The project will start on the right footing, and you will progress safely and quickly:

- Implementation
- Test
- Training.



## Welcome to a better bottom line

With a solution that matches your needs and streamlines your workflows, you are ready to empower your business:

- Reducing costs and increasing quality
- Continuous follow-up of ongoing projects
- Better utilization of employees, equipment and machinery
- Insight into which customers are making a loss and which are making a profit
- Efficient and automated digital collaboration throughout the value chain
- More time for customers.

This leaves you less vulnerable to market fluctuations - you can react quickly to changes, adapt and ensure a profitable business.



# Cepheo makes a difference

## Cepheo makes a difference in the construction industry

A better bottom line and time for what matters most is the result when we use construction knowledge to automate and streamline daily workflows. At Cepheo, we give our customers more time for their customers.

## Strengthen the customer's business

Our position as one of the leading IT service companies in the Nordics is built on close relationships with our customers, industry knowledge and solid IT skills. We have the scale and competence to develop and maintain industry solutions that strengthen our customers' businesses.

We are with you every step of the way:

- Industry-specific solutions and consultants who match your business
- Management consultants who optimize your processes
- Business Intelligence that gives you optimal decision support
- Infrastructure solutions that support business-critical solutions
- Operations and services that keep your solution running smoothly.



**200+**  
industry solutions  
delivered



**15 years**  
of experience in the industry



We take  
responsibility  
for your entire  
IT platform



**100+ years**  
of accumulated consulting  
experience in the Nordics

Read more on [cepheo.com](https://cepheo.com)

Cepheo A/S  
Paulas Passage 1, Carlsberg Byen  
DK 1799 Copenhagen V

[cepheo@cepheo.com](mailto:cepheo@cepheo.com)  
[cepheo.com](https://cepheo.com)

Cepheo empowers businesses to adapt and succeed in a changing world. With locations across the Nordics, and decades of experience in implementing and evolving industry-specific solutions powered by the Microsoft platform, we help our customers use technology and data to make more informed decisions, optimize daily operations and bring out the very best in their people. Learn more at [cepheo.com](https://cepheo.com).

# cepheo