

SAP Customer Success Story Engineering, Construction, and Operations



“SAP is helping us guide PNC to a higher level of professionalism by providing easy access to the information we require to make sound management decisions.”

Scott Gordon, Business Manager, Points North Contracting Ltd.

AT A GLANCE

Company

- Name: Points North Contracting Ltd.
- Location: Fort St. John, Canada
- Industry: Engineering, construction, and operations
- Products and services: Pipeline construction and facilities management
- Employees: 200
- Web site: www.pncl.ca
- Partner: VistaVu Solutions

Challenge and Opportunity

Legacy accounting software that cannot adequately manage the growing company

Objectives

- Track each project as a profit center
- Better manage field staff and projects with real-time information
- Track employees, vendors, and clients with 1 database

SAP® and Partner Solutions and Services

- SAP® Business One application
- VistaVu Solutions' field services module

Implementation Highlight

Go-live in 3 months

Why SAP

- SAP software used throughout the business community
- Immediate assistance available from an implementation partner

Benefits

- Improved financial management with visibility into current project costs versus revenues
- Streamlined project management with a single source of real-time data
- Enhanced planning capabilities with real-time visibility of project status and resources

Existing Environment

Legacy accounting software (Simply Accounting)

Third-Party Integration

- Database: Microsoft SQL Server 2005
- Hardware: Single processor, 3.4 GHz Xeon, 2 GB RAM
- Operating system: Microsoft Windows 2003

POINTS NORTH CONTRACTING

SAP® Business One Delivers New Visibility into Pipeline Construction Company Operations

Oil patch projects are notoriously difficult to manage. It's hard to project the conditions you're going to encounter in the field, budget accordingly, and then maintain control over those budgets. As their company has grown, the managers of Points North Contracting Ltd. (PNC), of Fort St. John, Canada, turned to the SAP® Business One application to gain better visibility into each individual project and the enterprise as a whole.

PNC installs 400 km to 500 km of pipeline and completes about 150 facility projects each year. Projects range from a one-day fix to a full-season construction project employing over 200 people. PNC's area of operations extends from the Canadian Rockies to the northern boundaries of British Columbia and Alberta.

Simply Not Enough

To keep track of its business, PNC started out using Simply Accounting, which was perfectly adequate for a small company. But as the company grew, it became clear that management needed more than the Simply Accounting package. It really needed an enterprise resource planning solution to provide more visibility into the operations at every level.

“As the company grew and the ability to manage became more difficult, the senior managers needed a tool that could supply them with the real-time information they needed to manage the company based on more than just a gut feeling,” says Scott Gordon, business manager at PNC. “Being able to focus the

company in a particular direction requires good solid financial information – knowing what products and services are providing a sufficient return on investment.”

PNC began to research alternatives to its existing accounting package. After reviewing several, it came down to a choice between SAP Business One and Explorer Enterprise Solution for Construction Management and Accounting. PNC found that SAP Business One is an easy-to-use business and operational

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management application for emerging and dynamic businesses with 10 to several hundred employees, so it was perfectly suited for PNC. Further, the application is simple yet powerful, allowing an immediate and complete view of both business operations and customer activities. It’s developed by SAP and delivered by SAP channel partners that provide local services and support.

Worldwide Reputation

“In our area, more companies were using Explorer,” says Gordon. “But SAP’s worldwide reputation and acceptance by some of the world’s largest and most successful enterprises was encouraging.” By sheer coincidence, Gordon’s sister was in the process of implementing SAP Business One for an Ontario-based company, thus strengthening his personal confidence in the product. Finally, the local SAP partner, VistaVu Solutions of Calgary, Canada, had developed a field services add-on module that was particularly attractive to PNC. Called FieldVu, the module is designed for use with SAP Business One.

“We are looking at a much more competitive market in the future,” says Gordon. “We felt an SAP implementation with VistaVu’s field services module would help maintain our position as a leader in our field.” PNC selected SAP Business One.

Project implementation began in November 2006; PNC went live with SAP Business One in January 2007. “Our objective was to track each project as a profit center,” says Gordon. “We wanted a tool that would allow us to manage our field staff and projects with confidence and track employees, vendors, and clients all on one database.”

Helpful Field Services Module

Managing oil patch projects is tricky business. “There are a lot of things that don’t follow standard practices in the oil fields,” Gordon says. “The field services module really helps us keep track of the manpower and our equipment – where is it, who has it, is it being charged out, and if not, is it inventory available for use – that kind of thing.”

Troy Monaghan, PMP, services manager at VistaVu Solutions, says, “We created FieldVu, a solution that handles rentals, field ticketing, and unit and job costing. It’s designed for small to midsize oil and gas companies and, more specifically, for any company with a field services component. It serves PNC well.”

New Visibility

While it’s too early to quantify the benefits, PNC is pleased with the results so far. “SAP Business One helps us look at the cost of each project no matter where it’s located and manage the

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supervisors that are overseeing the projects,” says Gordon. “It provides us with the ability to look at up-to-date project costs versus revenues and be proactive in our management decisions.”

SAP Business One provides PNC with the visibility it needs into its projects and its business processes, and the savings it expects to realize are becoming more visible every day.