



RESULTS NOT REPORTS

AMERICAN MANAGEMENT SERVICES

CONSTRUCTION CASE HISTORY #5430

Client Profile

Steel and grass erector company with annual sales of \$2 million. Company is 15 years old with 23 employees. Sales were declining; about 80% of the revenue came from one account. American Management was hired to increase and diversify sales and improve financial controls.

Programs Implemented

- ☑ Diversify sales to larger customer base, 80% from one account
- ☑ Cost controls and cash management; predetermined profit budget process created
- ☑ Implemented new organizational structure
- ☑ Automation of operational and financial reporting

Results Achieved

- ☑ Backlog increased to \$4.4 million by hiring an estimator
- ☑ New accounts brought in, reducing dependence on one customer from 80% to 30%
- ☑ Process established to manage receivables and forecast payables
- ☑ Job cost analysis process instituted
- ☑ Senior position eliminated. Tasks redelegated
- ☑ Job descriptions developed
- ☑ Pay-For-Performance plans instituted
- ☑ Profit -sharing plan introduced
- ☑ Eliminated typewriter reports, automated AIA form
- ☑ Work-In-Process and Backlog Reports enabled tracking of projects and used at monthly staff meetings

CHALLENGES

BEFORE

AFTER

RESULTS

SALES

Declining

Increased

UP

220%

PAYROLL COSTS

Uncontrolled

Decreased

DOWN

\$654,600

OPERATIONAL REPORTING

Primitive

Improved

SAVINGS

\$431,200

3-YEAR CLIENT RETURN ON INVESTMENT

924%