

EBOOK



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ONLINE



**CONSTRUCTION  
SOFTWARE**



# Construction Industry Accounts and You

**MORE** and more, construction specific software is transforming the way in which we as an industry operate. The construction sector, so often derided over a perceived lack of innovation, is redefining best practice through software implementation, and this is especially true of accountancy - the innermost workings of any business. Today, once complex matters - such as job costing and accurate invoicing - are easier to manage than ever before.

For the uninitiated, job costing is the process by which the expenses incurred during a

project are tallied up against the revenue generated by that project. For those organisations that rely on a relatively low-volume of high-value projects - building contractors, subcontractors and architects, to name a few - job costing is a necessity. It enables businesses to accurately predict their profitability well in advance of a project's conclusion - providing the system in place has been implemented correctly, that is.

Here, accountancy software is proving the differentiator. New technology is enabling businesses to monitor a

multitude of factors and analyse the data collated to better inform the decision making process. Moreover, job cost reports are providing organisations with a fuller picture of their financial performance, while also helping to ensure that all contracts are invoiced properly, to the appropriate client and at the appropriate time.

Carl Purbrick, Managing Director for CLiP IT Solution's Construction Industry Accounts (CIA software), explains: "We have found that most of our users are more interested in day-to-day job costing than



is absolutely critical.

Carl continues: "Implementation, training and ongoing customer support are key to any new software roll-out. We pride ourselves on the ease of implementation our customers report. When we launched in 2002, my mission was to produce a tool that met the construction market's needs, backed up by unrivalled customer support; and from the feedback we regularly receive, that is what we continue to deliver - a simple to use system and first-class support."

CLiP IT Solution's CIA software is a rarity; in that it caters specifically to the construction industry rather than attempting a cumbersome 'one size fits all' approach. This emphasis allows clients within the sector to manage costs effectively without the need for finicky add-on packages or superfluous spreadsheets. Instead, industry essentials such as CIS, applications, retentions and job costing can easily be accommodated by way of an intuitive user-friendly interface.

Of particular interest to contractors is the Construction Industry Scheme (CIS) - a HM Revenue & Customs (HMRC) initiative which deducts tax directly from any payments made to subcontractors. These deductions contribute to the subcontractor's tax and National Insurance payments.

Crucially, all contractors must register for the scheme and those who fall behind may face substantial penalties. All the more reason to entrust

this administrative burden to a tailored software solution.

Carl is again on-hand to explain: "CIA is able to verify your subcontractors and accurately calculate their deductions with a minimum of fuss. HMRC returns can be scheduled and monthly subcontractor statements produced, making CIS compliance a mere formality."

Applications for payment and retention accounting are key considerations also, with CIA providing an agile solution for dealing with stage payments to main contractors. The benefits of an industry specific accountancy software are readily apparent, and those businesses that choose not to invest risk missing out. The pivotal role software plays in good business practice can no longer be ignored. Carl concludes: "Normally, you'd expect to pay more for a tailored solution than something you can pick off the shelf. Whether handmade tools vs. a DIY store bargain or gourmet burgers vs. a fast food chain; we associate higher costs with higher quality but, with certain specialised products, these assumptions are not always true.

"Some might think, 'Surely a mass produced accountancy software will be more cost effective than something tailored to my industry?' Think again! Purchasing a construction specific accounting package can save you both time and money. In fact, the only comment our clients tend to make is that they wish they'd switched to CIA sooner!"

their accounts. It's the jobs that make or lose money and that's where they need up-to-date, reliable information. Having this trustworthy, current data enables companies to identify and address issues in an ongoing and timely manner, rather than when it's too late to do anything about it at the end of the job."

The prospect of introducing new technology into established process can be intimidating however, and rightfully so. Poor implementation can have the reverse effect - negatively impacting financial performance. As such, the choice of software

# WHAT OUR CUSTOMERS THINK OF CIA AND CLiP IT'S SUPPORT TEAM

*"We were attracted to the Software because the issues particular to our industry were clearly understood by CLiP IT, and it was not just a standard package with a construction add-on."*

**Robore Cuts Limited**

*"If any company within the construction industry was looking for financial software we would definitely recommend CIA for the smooth running and straight forward system this package gives."*

**Mannings Harlequin Ltd**

*"I would go as far as to say that it is probably the best single investment I have ever made on behalf of the company, it really is that good!"*

**Goodwin Tanks**

*"Any change in legislation is dealt with in a professional manner and changes in software are always user friendly. The whole package allows us to run our business efficiently and with confidence."*

**Sibley Bros LLP**

*"The installation and transfer of data from our old system was straight forward and we find the CLiP IT Software user friendly."*

**Perry & Son Ltd**

*"The at a glance reports are easy to access and read, payroll is easy to use and links in with HMRC so there is no need to leave the programme to go online to file the RTI."*

**Heritage Cornwall**

*"The system is constantly updated and any problems are sorted very quickly. CLiP IT Solutions have always seemed to move with their clients' needs, and deliver friendly and helpful support..."*

**Rosemead Developments Limited**

*"No problem is too BIG or too small, and more importantly you are spoken to calmly and professionally and not treated like a computer programmer who should know everything!!"*

**George Bros (Builders) Ltd**

*"...have revolutionised our Back Office systems, allowing us to improve the quality and speed of management information.*

*...Even with this growth we have not needed to employ any more office staff, due to the increased efficiency with the new systems."*

**Barnet Window Company Ltd**

*"It's as if CIA (Construction Industry Accounts) has been written by someone sat in my chair. I can't believe how easy it is to use."*

**Lloyd Clough & Sons Ltd**

Find out more about what our customers have to say at:  
[www.clipitsolutions.co.uk/construction-accounting-software-reviews](http://www.clipitsolutions.co.uk/construction-accounting-software-reviews)

# CONSTRUCTION SPECIFIC ACCOUNTING PACKAGES CAN SAVE YOU BOTH TIME AND MONEY

**HOW?**



- Construction specific packages are ready to go, out of the box (or after the download as is often the case).
- No need for hidden costs and add-ons for meeting CIS requirements, verifying subcontractors, managing and keeping track of applications and retention.
- Job costing solutions are fit for purpose to easily understand where your profit and risk is coming from.
- And, possibly even more importantly, the support staff are used to working with the construction industry so they understand your accounting needs and can even help keep you up to date with the latest HMRC legislation and information.

## CONSTRUCTION SPECIFIC ACCOUNTING SOFTWARE

**Costs - the same or less**

**Product - fit for purpose without costly add-ons or tailoring**

**Functionality - has everything you need in one simple package**

**Speed - Ready to go straight out of the box**

**Training and support - helped by people who understand your industry and your needs**

## GENERIC ACCOUNTING SOFTWARE

**My accountant uses it for all their other clients**

**I know roughly what my jobs are costing me**

**Change is scary**

**I'd kind of miss the ongoing struggle to get it to work how I need (ok, maybe we made this one up)!**

**Get a perfect fit with your accounting software by picking the right tool for the job!**



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# UK BIM ALLIANCE:

## An exclusive interview with the transition team

**AHEAD** of its October launch, UK Construction Excellence's Matt Brown spoke with Adrien Guillemet and Raj Chawla about the role of the newly-minted UK BIM Alliance.

Raj is the Chief Technology Officer and Projects Director at NUNELAH, Transition Team Member of UK BIM Alliance, Vice Chair of BIM4SMEs and an Executive of digital2all. Raj advises World Bank on disruptive engineering technologies and is the chair of DART (Disruption Assessment & Risk Targeting Group).

He has 35 years' experience in specialised construction management and construction engineering consultancy to companies worldwide acquired in the aerospace, defence, telecommunications, nuclear and petrochemical sectors.

Adrien Guillemet is the BIM and Information Manager at Henry Riley LLP. He joined the Company in 2014 as the KTP Associate attached to the University of Reading with a goal to implement BIM Level 2 as 'business-as-usual' practice in the Company's processes. He is responsible for all BIM projects the Company delivers, in terms of both information management and technological delivery. As well as being responsible for the BIM development of the Business, he is also leading the Digital Strategy stream of Henry Riley LLP. Adrien is part of the Transition Team currently leading the UK BIM Alliance and his primary focus is the long-term strategy of the Organisation. He developed the Strategy Plan of the Alliance that was unveiled at ICE BIM Conference 2016 and will continue to ensure its implementation in the future.

### CAN YOU TELL US ABOUT THE ROLE OF THE UK BIM ALLIANCE?

The UK BIM Alliance is a cross-industry organisation formed to lead BIM Level 2 and the digital formation of the construction and infrastructure sectors. The UK Government has called for the wider industry to adopt BIM Level 2 from spring 2016. In response, we have formed an industry alliance to fulfil this role.

At its core, it is an alliance of industry, professional institutes, communities and academia all coming together to found the digitisation of the construction and infrastructure sectors. Following the success of the last five years in defining BIM Level 2, the Government has stated that it should now be the responsibility of the industry to lead the adoption and implementation of BIM Level 2 to be 'business-as-usual' - not just for centrally procured public sector projects.

### WHAT ARE ITS OBJECTIVES?

Upon its launch in October 2016, the UK BIM Alliance will start to provide clear guidance for the industry. This includes identifying and realising the actual benefits - cost and waste reductions, increased productivity and competitiveness - and making sure that these are easily understandable and obtainable for all.

Our focus will be the implementation of BIM Level 2 across the wider industry over the next four years to 2020, which will establish the essential digital foundations for BIM Level 3 as we move to 2025 and beyond.

### WHO WILL BE INVOLVED IN THE UK BIM ALLIANCE?

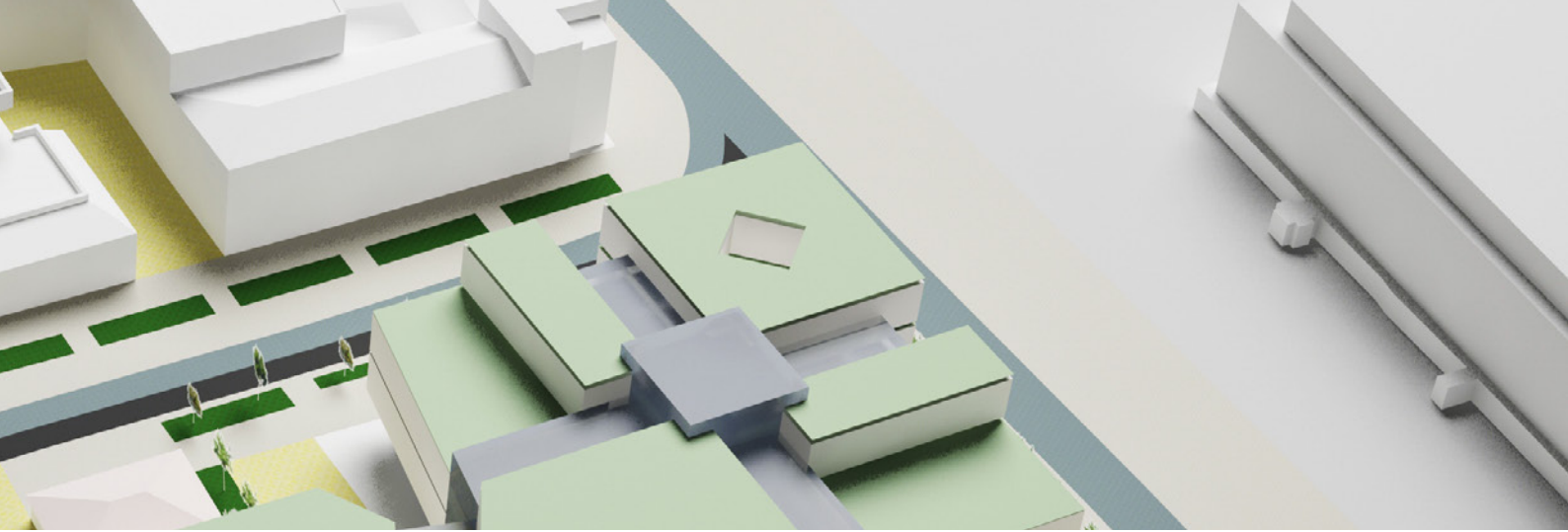
The UK BIM Alliance is formed from the BIM4 communities and regions originally set up by the UK BIM Task Group. There is an elected transition team who have shaped the strategy and objectives of the Alliance. A strategy document is available on the UK BIM Alliance website: [www.ukbimalliance.org](http://www.ukbimalliance.org)

A further process will lead to the longer term structure and governance of the Alliance once formally launched. Coordination, common messaging and understanding are key across a growing coalition of organisations represented by industry, communities, academia and professional institutes.

### WILL THE UK BIM ALLIANCE HAVE A PRESENCE AT ANY UPCOMING EVENTS TO RAISE AWARENESS OF ITS LAUNCH?

There was an official launch at the ICE BIM Conference and this will continue to a wider audience at Digital Construction Week (DCW). The formal handover from the BIM Task Group to the UK BIM Alliance will take place at the DCW's Westminster Reception at the Irish Embassy on 25th October.

Over the next few months, the Alliance will start to build a calendar to be present at key events and may also support other similar events. It is indeed about awareness; and we are here to entice and enrol new entrants to BIM Level 2 as well as support those who have already embarked on their journey.



### **WHAT WILL BE THE MAIN DIFFERENCES BETWEEN THE UK BIM ALLIANCE AND THE BIM TASK GROUP?**

The BIM Task Group isn't going away this October when the UK BIM Alliance launches. It will transform to the leading the Digital Built Britain agenda and start the leadership on BIM Level 3. The mission of the UK BIM Alliance is wholly different from the BIM Task Group with regards to BIM Level 2.

The BIM Task Group was in charge of writing the standards that regulate BIM Level 2. This task now complete, the UK BIM Alliance will take over to help make BIM Level 2 'business-as-usual' in the industry by 2020. The Alliance's role is to ensure that the industry takes up new ways of working established by the BIM Level 2 mandate, so that the sector stands ready for the next milestone.

### **HAS THE BIM LEVEL 2 MANDATE THROWN UP ANY DIFFICULTIES THAT HADN'T BEEN CONSIDERED PREVIOUSLY?**

There are challenges, but with clear vision and direction nothing is unsurmountable. The key is the awareness around BIM Level 2. Adoption of BIM Level 2 will start to create the digital formation of the sector. This is an important factor that is usually overlooked. The outcomes being cost and waste reductions, increased productivity and competitiveness.

A further challenge is around explaining the value proposition to business and industry. In order for the industry to buy-in, clear messaging and guidance is required.

This is something that remains at the forefront of the Alliance's strategy.

### **DO YOU THINK THERE IS NOW MORE AWARENESS OF BIM SIX MONTHS ON FROM APRIL'S LEVEL 2 MANDATE?**

There is more awareness since the mandate, but a lot more needs to be done to get critical mass. The awareness strategy is high on the agenda for the Alliance. As seen in this video, the estimates are that some 90% of the industry still need reaching.

For industry to take up BIM Level 2 process, the value proposition has to be explained. There are early adopters who have understood the value proposition of implementing these processes within their businesses, and case studies have successfully shown how value is added to their businesses.

### **DO YOU GET A SENSE OF A MOMENTUM NOW BUILDING BEHIND THE ADOPTION OF BIM LEVEL 2?**

There is a sense of momentum, but it is now up to us at the Alliance to provide the final kick to make sure the industry passes the col de l'adoption and gets down the mountain smoothly on the other side.

### **THE BENEFITS OF BIM LEVEL 2 HAVE BEEN WELL DOCUMENTED. IS THERE STILL AN ISSUE OF STUBBORNNESS HOLDING UP THE INDUSTRY'S TRANSITION?**

One of the main missions of the UK BIM Alliance will be to celebrate successful BIM Level 2 projects and draw out lessons learned, as

well as provide guidance from case studies and business cases for the adoption of BIM Level 2. We recognize that some good work has already been done to demonstrate the benefits of BIM Level 2.

However, we feel that there is plenty left to explore in this space, including highlighting tangible savings from design all the way into facility management and life cycle costing. We aim to demonstrate that every stakeholder stands to gain from adopting BIM Level 2, including the client. If there is any stubbornness in adopting BIM Level 2, it is without a doubt because we need to rationalize its impact on 'the bottom line'. We need to speak the language that businesses speak and the bottom line is usually the final arbiter of change.

### **DOES THE UK BIM ALLIANCE HAVE A DATE IN MIND WHEN IT WILL TRANSITION TO ANOTHER BODY OR WILL THAT BE DEPENDENT ON HOW THE INDUSTRY REACTS?**

There is absolutely no plan for the Alliance to be anything other than the Alliance. We are here to help the industry adopt BIM Level 2 because we wholeheartedly believe that it is the best chance the industry has to revolutionise itself and become leaner and more efficient, whilst attracting the young talent the industry so desperately needs.

The governance of the Alliance will be on our radar very quickly after the launch, after which there will be no ulterior motives - we simply believe in the future of the industry as a new foyer of innovation.



# And there's an app for that:

**The opportunity exists for geometrically and geographically accurate 3D mapping to transform any mobile device into a pocket-sized construction control centre.**

**ENSURING** the construction industry has the right digital foundations continues to present an exciting challenge for the technology industry at large. The UK Government mandate for Building Information Modelling (BIM) is making its way through different stages, from task-force to meeting the required accreditation milestones.

BIM has changed the face of many public sector infrastructure projects, but at other levels of large scale projects, there is still a substantial opportunity to support sites where traditional methods prevail. That's where innovative and cost-effective mobile solutions can accelerate change.

## **DEVELOPMENTS IN PLANNING, VISUALISATION AND MODELLING**

The ability to map 3D structures onto a site-friendly device, like a

tablet or mobile represents a wide open door for construction teams, surveyors and civil engineers.

At the start of the process, visualising the building within a 3D geospatially accurate context means a range of options can be set out before work starts. This has very practical realisations and ultimately reduces the risk of the inevitable scope-creep.

With a malleable and fully programmable 3D mapping tool there is great flexibility in its application. For some, it is vital to be able to track which products and materials are going to be used where, so cost savings can be realised. For others, perhaps in large urban settings, site safety and the flow of heavy construction traffic will be a concern and consideration, and this can be accurately mapped and planned.

Future-proofing is also a benefit.

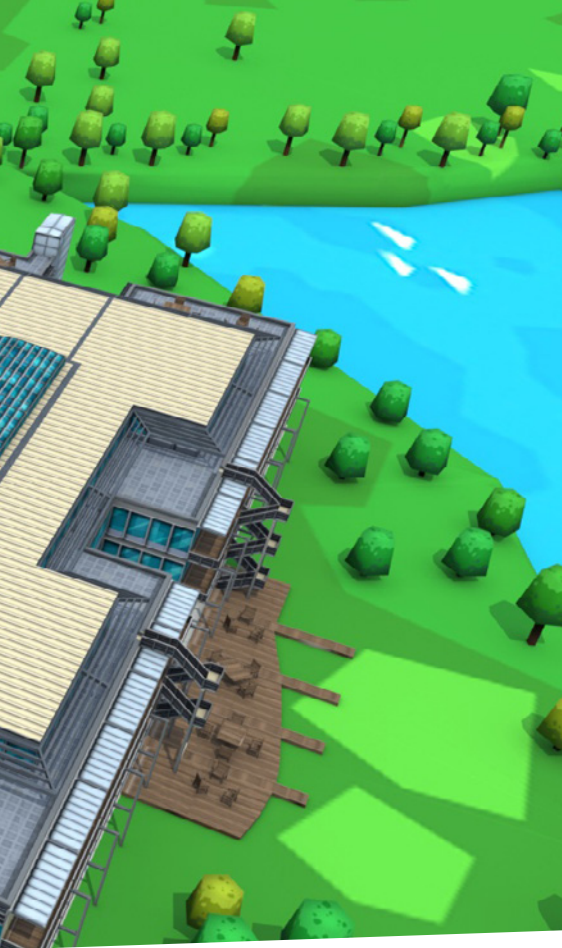
Having a robust and accurate tool that can integrate extensive data on electrics and plumbing into the plans, at an early stage, is an important investment that can be used throughout the build.

Overlaying relevant digital content on the visualisation of a building or site offers a powerful connection between the desired end result and the data. Perhaps most importantly it provides an easy check for any building project, as it ensures all components of the build are easily, clearly and cost-effectively remembered and recorded for later on.

## **COMMUNICATION FLOWS**

The communication flows linked to urban and building planning continue to be disrupted by technology. Endless-committees, hand drawn diagrams, processes have previously made it a





hard, and ultimately frustrating experience to get involved with.

Here, digitisation has been an extremely positive force as it means that more automated intelligence can be applied to the planning process. From the point of view of the construction industry, shared 3D mapping data means planners will be able to get hold of more real-time content to inform their decision making.

The broader communications piece is naturally around the bigger impact of significant changes caused by urban developments.

As an example, ARUP, the architectural practice responsible for Manchester's inward regeneration and building development, recently used 3D mapping to showcase its development plans for the city. This made it easy to help a range of interested parties visualise new

buildings, and developments, as well as allow ARUP to deliver real information about the transport implications and how proposed developments works layered in over the existing infrastructure. ARUP created its own app, which resulted in a cost effective way of engaging both clients and the public.

### PROVIDING ADDED VALUE

What's particularly interesting in this space is the capabilities for accurate interior modelling. This goes beyond the design aesthetics and extends to integrating the data and content generated through the lifetime of a build.

A first stage of any project is a digital representation, or models, of how things would look to the prospective buyer. With 3D mapping it is possible to take this much further. In a diverse global economy potential buyers are often internationally based, and

as well as showing off a building, it is increasingly important to be able to provide an convenient, easy to view summary of the entire build – and all its data. With this in mind, the world of 3D mapping offers the construction industry a powerful tool that can be adapted for numerous situations and projects. Complex data sets on efficiency, compliance and resource usage can be built up over time, and presented in easy to read charts or graphs.

Digitisation using 3D mapping on the construction site goes beyond the build itself. The future is for it to be integrated into the life of the building, enabling all interested parties to work quickly and effectively together on site, from planning through to sale.

By Ian Hetherington, CEO, eeGeo



# Field Service Operations: Rugged is best

**GONE** are the days of manual, paper based processes. While some of these methods still remain, there's no denying that mobile technology has become a major player in business today. The rise of the smartphone has seen a wealth of applications and services like email, job rostering and cloud collaboration tools, easily accessed right in the palm of a worker's hand. As a result of this, companies have become increasingly dependent on the technology for all aspects of business, including improving communication and productivity and reducing costs within their workforces.

Field services operations are no exception to this. In the last decade, field service managers, across the construction, maintenance and utilities industries, have become more reliant on the mobile platform for managing everything from suppliers and assets to staff and customers. Mobile has become part of the tool kit and the need for a device that delivers everything you might possibly need - from field communications to remote asset management and automated workflow efficiency - has never been greater.

## RUGGED INSIDE AND OUT

Unfortunately most consumer smartphones are not built with field service workers in mind. Although the latest Apple and Samsung devices are attractive and now boast IP ratings, these are not durable enough for the typical outdoor, sometimes remote, working environment of a field worker.

Professionals in the field require a device that can withstand the most rugged working environment and all that comes with it - potential drops and spillages, working with heavy machinery and the great outdoors, all without the worry of a water damaged phone, a cracked screen, loss of signal or drained battery. These workers, who must get the job done whatever the weather, need a device that can both perform in

and survive the elements, one that is robust, reliable and rugged.

## ALWAYS CONNECTED

Often workers and their managers are entirely dependent on their phones for essential services such as orders, invoicing and job rostering. If a device is broken or has a dead battery, the communication between employee and manager is lost and the device is rendered useless - hindering productivity and potentially halting critical business operations. According to research conducted by Vodafone, the potential loss of revenue for a UK small business of not having access to mobile phones for even one day could be as much as £12,000.

The standardised features offered by a rugged smartphone can help workforces stay connected, reducing the risk of loss of communication between workers and their managers. A rugged device with dual SIM capabilities would allow businesses to manage workers in areas with poor cellular coverage, often geographically rural and remote. The saying 'two is better than one' comes into its own here. Dual SIM not only means a worker's delicate personal phone is safely left at home but also gives a user an increased chance of signal coverage, even in the most isolated areas, as well as supporting voice over data networks such as Wi-Fi. Other functions, such as push-to-talk, allow instantaneous communication between managers and their teams. Likewise, push-to-message enables managers to send a message to a large amount of employees at once, and push-to-locate can verify a worker's location out in the field at the touch of a button.

NFC capabilities can be used to provide field service professionals with the real-time visibility that is often essential for mobile resource management in their industries. Employees can provide proof of attendance, job progression and completion, whereas managers can roster jobs or re-

appropriate resources efficiently if a worker is unable to complete a task or is behind schedule.

## LONE WORKERS

According to the 1974 Health and Safety Work Act, employers have a legal requirement to ensure the safety of lone workers. Today's latest rugged smartphones can be installed with a lone worker app, allowing managers to comply with legislation. This can be done by setting one of the device's main and easily reached buttons with panic alarm functionality. Should a worker get into trouble working alone, their GPS location will be sent to their manager instantly. An accelerometer function can also be pre-configured to trigger an alarm if the employee suffers a fall.

## RELIANT ON RUGGED

Many of us can't imagine life without a mobile, and today this rings true for many businesses, including field service organisations. Research by Vodafone found that two thirds of small business owners and employees surveyed claim their mobile phone is vital to the running of their organisation. Mobile technology has the potential to extend office efficiency to the field and support all operational needs; ensure workforce connectivity, streamline businesses processes and even provide managers with a tool for verifying lone worker safety.

Yet for field service workers, the latest technology cannot be truly harnessed unless a phone is rugged enough and robust enough. A device that is easily water-damaged, has a short battery life or fails to support a lone worker in an emergency situation, is inadequate for today's field operative. A rugged handset is merely a small investment compared to the potential cost for businesses caused by broken or damaged devices.

By Stephen Westley, Director at Global Mobile Communications



COMMUNITY



STAKEHOLDER



E-BOOKS



VIDEO



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# ***WHAT DOES THE CONSTRUCTION INDUSTRY NEED TO KNOW ABOUT YOUR ORGANISATION?***

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**WITH 110,000 CONSTRUCTION PROFESSIONALS EAGERLY AWAITING YOUR GUIDANCE, WHAT WOULD YOU SHOW THEM TODAY IF YOU COULD?**

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