

CONSTRUCTECH 2008 | HOTTEST COMPANIES



Folsom, Calif.

www.meridiansystems.com



'03, '04, '05, '06, '07, '08

The University of Rochester has more than 11 million-sq.ft. of space and plans to pursue more than 200,000-sq.ft. of new construction and ongoing renovation. Leading design-build and development firm Ryan Companies is on an aggressive growth plan with many projects and programs in the coming years.

Both firms chose technology from Meridian Systems based on the vendor's ability to centralize data, improve collaboration, and increase visibility across their operations. In the case of Ryan Companies, it was the phased roll out and delivery of customized solutions for various business processes that made Meridian Systems appealing.

These two examples demonstrate both the breadth of solutions offered by Meridian Systems, as well as its diversity in client type.

In fact, customer success highlighted the past 12 months for Meridian Systems, as the company

experienced strong growth for both its Proliance and Prolog product lines. Also, the company continued growing its presence with existing customers, as renewals and additional software sales from this group continued on an upward pace.

Overall, Meridian Systems continues to invest strongly in its customer base. The company develops professional consulting, education, and technical support services, as well as works with global resellers, independent software providers, and authorized systems integrators and consultants to help customers make the most of their software investment.

Meridian Systems continues to grow revenue, add customers, and advance its line of products and services—a consistent message to the construction industry.





Concord, Ont.
www.accubid.com



'04, '05, '06, '07, '08

Accubid Systems doesn't want to simply provide technology to electrical and mechanical contractors—it wants to provide solutions to the challenges they face on a daily basis. The estimating/project-management technology provider does this

through one part software and one part education.

Its headquarters houses a state-of-the-art facility that is used to train contractors in estimating, scheduling, and change-order management. Just recently, the company expanded this program to include project management. Accubid also sends out a monthly enewsletter with informative articles on issues of interest to contractors, whether customers or not.

These continuing education efforts are part of what places Accubid ahead of the class. Helping subs make the most of technology is what helps subs best capitalize on all the systems have to offer.

Beyond the company's educational aspect, Accubid Systems

continues to grow by rolling out new versions and updates of each product in its lineup—including Estimating, Time & Material Billing, and Change Order.

Version 9 of its Estimating solutions, for example, has added equipment screens to track costs and the ability to combine multiple bid summaries into a single summary (in Accubid Pro, BidWinner Plus versions only); the ability to add notes to a takeoff or designation; the ability to reverse takeoffs from positive to negative, or vice versa; among other enhancements.

A continued stream of customer wins and a 14% growth in revenue in 2007 are additional points that attest to the fact Accubid Systems remains hot in its space.

ConEst[®] Software Systems

Helping the Electrical Industry TAKE OFF

Manchester, N.H.
www.conest.com

Electrical, data cabling, and low-voltage contractors worldwide depend on the deep industry and technology expertise of ConEst Software Systems to help assure labor and material requirements on every job are complete and accurate.

ConEst's flagship estimating software, IntelliBid, contains a database of more than 100,000 electrical and datacom material items with more than 50,000 prebuilt assemblies. The unique component to this application is its Smart System Technology which uses built-in NEC tables to make adjustments to an installation that are compliant with the code as well as make automatic adjustments to labor requirements based on an installation's level of difficulty.

ConEst knows bidding and estimating very well, and does not try to be all things to all people. In the past year ConEst has linked with two technology applications to extend the functionality of IntelliBid.

The first is SureCount Symbol Recognition Software. Users can

link symbol counts and measurements from digital plans directly into the estimate, reducing/eliminating the need for manual takeoff for material requirements.

In another partnership, ConEst is taking its PC-based project management system, JobTrac, and connecting it to the Internet through a browser so that all project correspondence and collaboration can occur within the Web-based TRACKpoint system from eSUB, www.esubinc.com, San Diego, Calif.

Constructech editors made ConEst a Company to Watch in 2007. From that time we have watched it gain 20% in revenue, add 530 new users, and continue to roll out functionality that certainly classifies it as Hot in 2008.



Overland Park, Kan.
www.headsuptech.com



'05, '07, '08

Dann Kroeger, president,

HeadsUp Technologies, believes the biggest challenge for contractors these days, when it comes to technology, is separating fact from fiction. While some vendors claim to provide project management,

what they are really providing is simply accounting document management. He says true project management requires the ability to pull scheduling, document management, resources, field reports, notification alerts, and collaboration into a single system that allows users to operate in a realtime environment.

HeadsUp's Web-based iCPM solution fits the bill, as it manages bid solicitation, CPM scheduling, field reporting, document management, resource management, cost accounting, and profit management. iCPM imports budgets from estimating and synchs information with accounting systems in order to make all data easily accessible for everyone.

This Web-based model has enabled the company to continually

roll out upgrades without any requirements on the part of the end user. This trend continued in 2007, as HeadsUp rolled out eight new releases covering a range of user-requested functionality, including user definition of Gantt Chart appearance; personal task and approval lists; a virtual plan room for bid documents and specifications; hourly weather alerts; new punchlist alerts added to existing task and document alerts; and the ability to search across projects by resource to view resource allocation.

HeadsUp continued to grow revenue and add new customers in the past year. All this while continually educating the marketplace on what true project management means—no small task indeed.



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The Woodlands, Texas
www.oncenter.com



'04, '08

Digital takeoff technology is hot these days. While many vendors are just now coming to market with such solutions, On Center Software, spends the bulk of its time perfecting the digital takeoff technology it has had in place since 1994.

The company's On-Screen Takeoff product is in use by thousands of contractors across all segments of construction. Not satisfied resting on its laurels, On Center Software demonstrates market leadership through continually improving its set of solutions based on customer feedback.

A quick roundup of the enhancements to On-Screen Takeoff in 2007: Auto-Fill of Backout Areas (users can double click on a backout object and have it automatically populated with the selected area conditions); Auto Count (upon selecting any object within a plan the software will find and count repetitive symbols); Typical Groups (patent-pending process allowing users to select an entire room floor

condition as opposed to counting individual conditions).

QuickBid—an intuitive bidding solution—and Digital Production Control—which integrates takeoff and estimating by digitally tracking labor production and payroll directly from the field to the project manager's office—complete the Profit Building Suite of products, along with On-Screen Takeoff, from On Center.

The company continues to experience strong demand for all of its products, and as such recently enhanced its customer training program. A 40% growth in revenue and some significant client wins in the past year further solidify On Center Software's place on this year's list of Hottest Companies.



VELA SYSTEMS

Boston, Mass.
www.velasystems.com

This mobile technology helped trim \$1 million in costs for the New Meadowlands Stadium project in New York. It also saved at least 100 days during the punch-list phase of the Gaylord National Resort and Convention Center and is used to

drive safety standards on projects across North America.

Vela Systems develops software optimized for use on a tablet PC. Its software suite includes multiple modules covering such tasks as material tracking, field reporting, safety inspection, warranty, punch-list, field scheduling, and much more. Complimenting each module is VelaSync, which synchs and delivers files between stakeholders in the field and office. The company helps users configure and implement the solution while also providing continual support and service via the software-as-a-service delivery model.

This past year has been very successful for Vela Systems, with Skanska USA Building, Suffolk Construction, Gensler, Turner

Construction, and Harvard University among its large list of customer wins. The company is also championing a Field BIM (building information modeling) application with an emphasis on virtualizing the supply-chain. This is not simply a concept; it has real-world results from the aforementioned \$998 million New Meadowlands Stadium. The solution combines field software and RFID (radio frequency identification) to allow teams to manage critical-path building components while also visualizing the supply chain.

In an industry looking for effective mobile technology, Vela is providing real-world results, with an eye toward larger goals for the success of construction.