

VISTA AND GCPAY.COM COMBINE TO STREAMLINE ACCOUNTS PAYABLE PROCESSES FOR SUBCONTRACTS

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Every day Accounting Departments in the construction industry face a myriad of expensive and time-consuming issues relating to Accounts Payable practices. For large jobs these processes are critical to the success of the project and the overall financial health of the General Contractor. Payments to subcontractors can represent more than 75% of the project's cash outflow, and being able to manage invoices, lien releases, compliance documents and other expenses efficiently is paramount to the project's and company's success.

In today's competitive environment it is imperative to have an effective and efficient AP function to manage subcontracted costs. To streamline the Subcontract Payable process and manage subcontracts more effectively, contractors rely on a custom integration of GCPay.com with Vista by Viewpoint. The software integration exchanges Payable data throughout the life of the project, resulting in the complete automation of the invoicing process.

THE PROBLEM

Most construction firms are utilizing manual processes, or scanning and routing of documents, to manage subcontract invoicing. A few of those problematic items are listed below:

- Schedules of Values (SOV)
- Change Orders (CO)
- Applications for Payment (AFP)
- Lien Waivers

In addition, Project Accountants face additional hurdles in the overall subcontract management process:

- Subcontractors adjusting previously billed values or contract values without the GC's approval.
- Subcontractors bill for Change Orders that are yet to be approved.
- Pay application data must be manually entered into Vista, adding human error into an already cluttered equation.
- Unnecessary confirmation of previously-billed values and current billing calculations that must be verified monthly on paper invoices to ensure transposition or calculation errors have not occurred.
- Lien releases do not match approved Applications for Payment.
- Time-consuming contact with subcontractors via phone, fax, mail and email add days to the processing of invoices.

THE SOLUTION

GCPay's integration with Vista has two major components:

1) A web-based platform (GCPay.com) utilized by the General Contractor, Subcontractors, Suppliers and Vendors enabling electronic processing of invoicing, compliance items and lien waivers.

2) A Windows Service developed by GCPay.com that is installed and configured to connect with Vista. Information within Vista relating to Subcontracts, Subcontract Change Orders and Compliance syncs automatically with GCPay.com every 30 minutes. Approved payment applications are exported on demand from GCPay.com to Vista utilizing Vista's Imports Module.

Specifically the integration:

- Pulls interfaced Subcontracts from Vista creating either a detailed Schedule of Values for the subcontractor or establishing a contract value that the subcontractor then breaks out.
- Pulls interfaced Change Orders from Vista to GCPay.com, ensuring only approved interfaced change orders are included in the billing.
- Validates current Subcontract Amounts between GCPay.com and Vista.
- Pushes approved AIA-style Invoices to Vista via the Imports module. Pay application data and the pay application documents are transmitted into Vista, eliminating any hand keying of invoice amounts.
- Acts as a trigger to send custom lien releases based on payment status of an invoice.

Efficiently Managing SOVs, AFPs and COs with 100% Accuracy

GCPay.com's integration with Vista ensures subcontract invoices are detailed properly. Subcontracts can be itemized within Vista and that itemization is what the contractor can invoice against. Subcontracts can also be created as single line in Vista while the billing in GCPay.com is broken down as required. This process, known as a "constrained Schedule of Values" ensures a subcontractor itemizes their billing while maintaining much less detail in the Vista database. The submitted schedule is then routed electronically to the GC's project teams for approval.



The integration also ensures Subcontract Change Orders are processed appropriately. A CO must be written, approved, and interfaced in Vista before it is added to a billing. With the auto-sync mechanism included in the integration, change items are pulled directly into GCPay.com within 30 minutes of being approved and interfaced. It is at that time that a subcontractor can bill for those items.

Subcontractors then can bill up to 100% of a given line item, protecting all contract amounts during the life of the project. Not only are individual line values protected, but the total adjusted contract value is also protected, ensuring the subcontractors cannot ignore billing of deductive change orders. Once approved, payment applications are transmitted to Vista for payment via the Imports module. Both the data for each line as well as the actual AIA-style PDF invoice imports directly to Vista.

Immediate Return on Investment

The net cost savings associated with GCPay.com's integration with Vista is significant and is realized immediately due to a number of factors. Given the resources necessary to manage subcontract SOVs, COs, AFPs, Lien Waivers and Compliance items with manual and paper-based processes, the automation of such reduces costs substantially in all of the following areas:

- Data Processing
- Paper
- Printing
- Shipping/Postage
- Copying/Scanning
- Document Storage and Retention
- Administrative Processing
- Amount Verifications
- Calculation Checking

Specifically, a contractor utilizing Vista and GCPay.com

realizes an annual ROI of over \$22,000 above all costs associated with GCPay.com and the integration. This is based on just 15 projects being processed within GCPay.com with an average of 10 subcontractors on each job. Future returns of more than \$32,000 are realized in future years. For a more detailed ROI analysis, readers can contact GCPay.com.

ABOUT GCPAY.COM

Founded in 2002, GCPay.com is the leading Internet-based subcontract management platform for invoicing, compliance and lien waivers. A Viewpoint Development Partner since 2011, GCPay.com is compatible with any computer, tablet or mobile device, allowing both office and field employees to increase efficiency while reducing costs in the management of their subcontracts. GCPay.com used by a Vista GC client was awarded the 2015 Rock Solid Technology Award for Best Third Party Integration with Vista.

GCPay.com's integration with Vista by Viewpoint provides real time integration utilizing Tomcat and runs as a service on or attached to the server where Vista resides.

ABOUT VIEWPOINT

Viewpoint, a leader in meeting the collaborative and information needs of the AEC industry, offers construction-specific solutions for a variety of professionals including small, medium, large, and enterprise contractors. Viewpoint solutions include takeoff and estimating, project management, accounting solutions, enterprise resource planning, project and BIM collaboration, mobile field-to-office, and enterprise content management. Viewpoint customers include more than 30 percent of the ENR 400 and have the most technology partnerships with the top 50 mechanical and electrical contractors in the United States. Viewpoint serves as the technology partner of choice to the construction industry and delivers the right solutions on the right platform, including cloud, SaaS and on premise solutions and provides customers improved accountability, efficiency and productivity throughout the U.S., Canada, the United Kingdom, Europe, the Middle East, and Australia.

