

Construction

EXECUTIVE

Executive Insights

BY DONALD BERRY

Construction Executive's first special section on Construction Finance aims to help contractors understand the factors lending institutions take into account when considering requests for capital to expand operations, finance equipment and material purchases, and provide interim project financing. At press time, the financial markets continue to see wide-ranging turmoil in the banking and credit industries.

Against this backdrop of dramatic change, *Construction Executive* asked top executives at leading construction financial service firms and providers of technology solutions what advice they would offer to contractors seeking capital. Their advice is solid, sound and just plain common sense.

"How can technology improve a contractor's ability to secure financing for a project or corporate growth?"



JOHN MEIBERS
President

ComputerEase Software, Inc.

It is no secret that contractors need accurate, timely financial reporting if they want to attain financing. Bonding agents and financial institutions need these reports to authorize such financing, and financial statements are only good if they are up to date. As technology becomes more commonplace, real-time financial information is no longer desired so much as it is demanded.

Recent technology has given us the ability to seamlessly link the home office system with remote locations. Information is now reported from all field locations instantaneously, allowing the contractor to bill as soon as the work is performed, eliminating the lengthy billing process and

giving the contractor accurate information on a constant and regular basis.

Paperless invoice routing technology also has brought about entry of invoices into job cost and general ledger within a much smaller time frame. Invoices no longer sit under a mountain of paperwork awaiting approval, only to be put under another mountain of paperwork on another desk awaiting entry into the accounting system.

All of this allows for more accurate and useful financial reporting. In turn, this precise reporting gives the contractor an advantage when dealing with financial institutions to ensure funding. In this time of economic uncertainty, contractors that can demonstrate a solid financial balance sheet by utilizing the newer technologies are in a better position to secure financing and see corporate growth.

Donald Berry is the national sales manager for *Construction Executive*. For more information, call (908) 852-7466 or email dberry@constructionexec.com.