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IT Insider Tips for Tech Implementation & Integration

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IT Insider Tips for Tech Implementation & Integration

- **Evaluation:** Choosing the right technology
- **Implementation:** Setting your company up for success
- **Integration:** Connecting data and workflows



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- 12,000+ Employees
- \$660m Annual R&D investment
- Software and hardware technologies...
 - Architecture
 - Engineering
 - Construction
- Unique opportunities to connect them





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- St. Louis, MO
- Nationwide network – 30 offices
 - Concrete and Masonry Restoration
 - Architectural Sheet Metal
 - Remedial Waterproofing
 - Roofing Services



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**SHERWOOD
COMPANIES**

- Tulsa, OK
- 9 companies throughout the Midwest
- 1,000+ employees

Earthwork

Structures

Paving

Materials

Utility

Specialty



Choosing the right technology

Question: Historically, contractors have looked to technology to optimize individual tasks. But now they seem more focused on integrating workflows and sharing data. Is that the case with you? If so, why?



Choosing the right technology

Questions: With so many technology options available, how does your company prioritize and decide where to focus?

Who is involved in the selection and decision making process, particularly when there are competing interests?



Choosing the right technology

Questions: Once a decision is made to move forward on a technology upgrade, how do you evaluate the best options?

Software Selection Scorecard

Example of a document management system selection

Objective of Software	Weight	Vendor 1	Vendor 2	weighted score (vendor 1)	weighted score (vendor 2)
Electronically scan paper invoices	50%	95%	85%	0.48	0.43
API integrations to ERP	30%	90%	80%	0.27	0.24
OCR	10%	89%	75%	0.09	0.08
Ability to code to ERP general ledger accounts	5%	80%	99%	0.04	0.05
Approval routing	5%	90%	0%	0.05	0
Total	100%			92%	79%

Each person on the selection committee types in a score out of 100 on the green areas. Scores are then averaged between each member on the committee.



Choosing the right technology

Question: When evaluating new technology, how important is the ability to integrate with existing systems?



Setting your company up for success

Question: Some technology implementations are far more successful than others – what are the key ingredients for success?



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Setting your company up for success

Question: What strategies or tactics have helped you overcome initial resistance?



Setting your company up for success

Question: When making a change, is it better to move incrementally or to take a “rip off the Bandaid” approach to try to get everything done at once?



Connecting data and workflows

Question: How is your data connected and what are some of the benefits and challenges associated with that?



Connecting data and workflows

Question: Can you give some specific examples of where you've connected data across workflows to improve performance?



What's on the horizon?

Question: Looking ahead, what else do you want to change/upgrade in your organization?



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Q&A