

Canadian Business Executive Magazine – December 2011 Issue

Constructive Solutions for Business Inc: Developing Software Solutions for Modern Construction Challenges

By Camila Osorno,

Software isn't the first thing that comes to mind when working through tough construction projects, but Constructive Solutions For Business Inc. (CSFB) provides integrated software solutions that can help companies realize their business objectives by managing all aspects in the life cycle of a project. Since the company's founding in 1999, CSFB has helped leading construction and property management companies to plan ahead, saving them time and money. CSFB delivers software solutions that enable clients to measure, track and respond to challenges faster and more efficiently to give customers a competitive advantage in a tough economy.

As Canada's premier Sage Timberline Office Business Partner, CSFB delivers software solutions to a variety of clients, including commercial and industrial contractors, specialty service contractors, as well as real estate developers and managers alike. Excellence in customer satisfaction is at the core of CSFB's business and enables the team to lead clients through successful implementations to increase efficiency and grow profitability.

Patrick Baker, founder and president of CSFB, considers the company's greatest advantage to be its client base. "The exposure to our 400 clients allows us to better understand and promote the best practices we see in the industry," says Baker. CSFB's 14 valued employees have carried out successful implementations at companies that depend on an integrated suite of financial and operational software on a daily basis.

Based in Vancouver, British Columbia, CSFB specializes in helping companies realize profits by seamlessly integrating financial and operations software with their clients' existing business processes. "We pull everything together to achieve a streamlined, single-source control that allows for accurate reporting and increased efficiency," adds Baker.

CSFB's experience in planning, tracking, and management solutions allows it to help clients accelerate the utilization and return on investment through an intelligent, well-designed implementation strategy with enhanced professional support.

When the Market Calls

In response to market pressures many construction-related companies are looking at ways to increase overall efficiency and improve upon day-to-day reporting cycles. CSFB's implementation team works with clients through planning, design, piloting, rollout and go-live phases of the implementation plan. CSFB's approach is driven by a careful and cooperative evaluation of a client's needs and is phased to realize maximum value.

The company is so dedicated to providing its clients with a solid return on their software investment that CSFB offers unlimited client training on an ongoing basis as part of the company's standard commitment. According

to Baker, “We act as partners by working with our clients to find the answers and achieve their internal goals through ongoing training and support.”

In order to match the sophistication of the industry’s requirements, CSFB has recently partnered with Meridian Software, developer of Prolog Manager, the leading provider of project management solutions. Project software as delivered by CSFB can address challenging fiscal realities and deliver on large scale and complex ventures. According to Baker, “Our ability to gain consensus among joint venture partners and rapidly deploy our solutions has made us an ideal fit in the emerging P3 [public-private partnerships] marketplace.”

Solutions to Suit

The popularity of P3 projects nationally is such that Canada’s market is one of the most developed worldwide, and CSFB is poised to address this market with its newly formed Project Management Solutions Division. Providing sales and implementation services for Meridian’s Prolog helps companies, P3s and owners optimize every initiative through collaborative web-based platforms.

P3 projects are designed to deal with infrastructural and fiscal challenges, but managing multi-faceted projects can be problematic. The Prolog software as implemented by CSFB develops solutions tailored for the long-term management and planning of mega-projects. Many of these P3 projects take years to complete and involve a number of entities working as a joint venture. “Given our industry experience we saw an opening to work with the involved parties and build a project specific solution to suit,” expands Baker. So far, the company has software solutions in use on seven P3 projects, including the A-30 Expansion underway in Montreal and the Windsor-Essex Parkway being built in Ontario.

CSFB’s shift in focus already seems to be paying off. “2011 is shaping up to be our best year since 2006,” admits Baker. The firm celebrated its 10-year anniversary in 2009, as well as achieved a 400-client milestone. As for the future, CSFB is focused on excellence in customer service and support and continuing to leverage its construction industry knowledge in several expanded sectors. In its quest to develop the most efficient integrated software solutions to meet the needs of real-life construction challenges, the team at Constructive Solutions for Business Inc. is sure to find success and bigger milestones to celebrate in the future.

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