

# Increasing service excellence and profitability in Construction

**How Unit4 can help your business streamline your operations to bring efficiency and predictability to local and global construction projects.**

Unit4 helps firms like yours to run construction projects. We live to help you digitize the management of construction processes through software that allows your people to focus on delivering cost efficient and profitable projects. Through our purpose-built solution and 40+ years of experience with construction firms, we help you to:

- Automate administration, allowing your project managers to focus on the client and project.
- Understand your actual cost vs. your calculation in real time.
- Ensure trust in data to easier manage WIP, margin and cashflow.
- Procure materials and subcontractors simply and efficiently.
- Manage contract documents for easy cost recognition and invoicing.

We provide finance and HR teams with the tools to work smarter, freeing your project and consulting teams to work collaboratively, create value and satisfy your clients.



# The Construction market is more competitive than ever

We're here to help you navigate the challenges.



**The last 2 years have been accompanied by a rapid acceleration of some of the most challenging trends in the industry, including volatility, a shortage of top talent, the rising price of materials and rapid consolidation of many firms through significant M&A activity. Construction businesses are increasingly moving up the value chain, creating opportunities to do business in new ways. Buyers are also contracting for more green and sustainable buildings and building projects.**

**Increasing agility:** With marketplace volatility greater than ever before thanks to changing business and regulatory landscapes, your business needs to be able to pivot quickly, not just to manage new ways of working or new services, but new ways of selling. That means you need to be more agile in your planning of business scenarios, the way you use resources, and how you allocate people to projects.

**Increasing visibility:** To be agile, your firm needs a single source of real-time financial and resource data to track billing, keep reporting simple, and provide a full overview of every aspect of complex building projects. Allowing you to ensure compliance, spot potential project failures, anticipate people and material shortages and provide your onsite managers with the reporting capabilities they need to make decisions on the spot.

**Decreasing admin overhead:** With many firms still managing projects based on actual costs, you need a reliable way of measuring project progress and assess ongoing cost burdens from materials, leasing, subcontractor costs, and internal costs of machinery. This also frees you from the manual work of compiling your costs and gives you a clear and trustworthy view to report on WIP, margin and ETC/EAC.

**Finding and attracting the best talent:** You need the best people, and you need them to be able to do the best work. This means maintaining a working environment that can attract the best people to your business. In these circumstances, having the right tools on your side to create a positive employee experience becomes a real competitive advantage. Software that helps your people make the right decisions on a project without having to waste time on repetitive admin, track employee engagement through pulse surveys, and effectively recruit, allocate, and retain the right talent can make all the difference.



At Unit4, we understand that to achieve these four goals, firms need a unified operational platform that helps you remove risk and repetition to free up your teams to focus on activities that add real value.



# What can Unit4 do for construction firms?

- Win and retain more business
- Forecast and optimize resources
- Bill with precision
- Execute profitable projects
- Gain insight into your hiring needs





## Win and retain more business

Optimize bid targeting, boost bid-to-win ratios and ensure you have the right resources to deliver projects with precision and accuracy.



## Forecast and optimize resources

Simplify and speed up budgeting, forecasting, people planning and analysis, and month-end reporting with smart automation.



## Bill with precision

Guarantee accuracy with client quoting and invoicing and ensure quick and efficient payment.



## Execute profitable projects

Enable project managers to actively schedule, monitor and adjust complex projects to minimize budget creep and identify margin improvements.



## Gain insight into your hiring needs

Have a complete picture of your resource capacity and demand needs from opportunity management through project execution to ensure you have the right skills in place to support revenue targets.



# Construction firms are already benefitting from our solutions

Learn more from our customer stories





# Peab manages a 16,000 strong workforce and hundreds of projects daily with Unit4 ERP



Peab is one of the largest construction companies in the Nordic region, with a workforce of about 16,000 people and revenue of approximately SEK58 billion (EUR5.6 billion). Given that the company manages hundreds of projects daily, operational efficiency is vital. When the company needed to replace an ageing ERP system, it picked Unit4. Driving profitability by helping control projects in real time through financial visibility and analytics.

“

The thread through the ERP project was minimizing manual work. We deal with six to seven thousand transactions every day, so the ERP system needed machine learning to help us deal with that. The software saved time in accounting tasks such as accounts receivable and accounts payable. That freed time to improve other parts of our business in the rest of the Peab group.

Johan Isoz, Senior ERP Project Manager, Peab

[Learn more](#)

[See more customer stories](#)

# How Stockholm's fastest-growing real estate developer moved to the cloud with Unit4



As a real estate developer, Titania has extensive experience in new production and property management. Working in collaboration with municipalities, cities, consultants and other stakeholders, it's vital they can benefit from tight control of projects across all aspects of financial planning. When Titania wanted improved quality in financial follow-up and better control in its projects, the choice fell on Unit4 ERP.

“

We were looking for a provider that at the forefront of innovation, who is investing in digitalization and automation and who can also deliver a cloud solution we can grow with. Thanks to Unit4 ERP and its modern user interface and mobile application, we can ensure seamless processes for our people in their daily work.

Anders Söderlund, CFO, Titania

[Learn more](#)

[See more customer stories](#)



# Implementation made easy

Unit4 has developed an industry model specifically built for your needs.

The model includes best practice and industry-specific functionality available out-of-the-box.



# The benefits of the Unit4 industry model



- **Specialist knowledge of the construction industry and technology** – we understand your industry, building tailored solutions to give you the functionality, agility, and efficiency you need to manage complex project-based operating models.



- **Fast time to value** – a faster and reduced risk implementation process means benefits are realized quicker.



- **Improved process integration** – benefit from the flexibility to integrate with multiple changing technology stacks to unify data and drive project and operational excellence.



- **Future-proof your technology** – Unit4 is committed to investing in technology to ensure that our service continues to meet the changing needs of the construction industry.



- **Satisfy your clients and retain talent** – Unit4 excels in user-friendly digital experiences that meet the rising standards of the digital era. Provide better working experiences for your people and enhance the services they deliver to your clients.



UP TO  
**50%**  
REDUCED  
IMPLEMENTATION  
TIME

- Faster time to value
- Reduced total cost of ownership (less resources required)

Enable your organization to unify operational excellence in the front and back-office. Completely integrate your front-office projects with the “engines” of your back-office: Financials, Procurement, Planning and Human Resource Management; all of which are supported by powerful Workflow and Reporting capabilities.

Our Industry Model offers:

- **Quicker time to value leveraging industry best practices**
- **Roll out in phases, using an iterative delivery methodology**
- **A way to generate a quicker ROI**

The image shows a tilted document titled "Unit4 Professional Services Model". The main headline reads: "Empowering management to plan, manage and optimize projects and talent effectively and increase service excellence". Below this, a large graphic features the number "4" in green and "U" in purple, with a hand shaking inside the "U". The text continues: "Unit4 helps professional service organizations to plan, manage and optimize their people and projects effectively to increase service excellence and profitability." It then describes the industry model approach and lists the components of the professional services model.

**Our Unit4 Professional Services Model includes:**

- Project Lifecycle
- Financials
- Procurement
- Time and Expenses
- Operational budgeting
- Sales
- Fixed Assets
- Systems Administration
- Planning
- Reporting
- Human Resources

**Why the Unit4 Professional Services Model?**

- **Specialist knowledge of the professional services industry and technology** – we understand your industry, building tailored solutions to give you the functionality, agility, and efficiency you need to manage complex project-based operating models.
- **Fast time to value** – a faster and reduced risk implementation process means benefits are realized quicker.
- **Improved data integration** – benefit from the flexibility to integrate multiple changing technology stacks to unify data and drive operational excellence.
- **Future-proof your technology** – Unit4 is committed to ensuring that our service firm meets the needs of professional service firms.
- **Satisfy your clients and retain your working experience** – Unit4 is committed to your success.

**What's unique about our professional services industry model?**



Let's talk about  
what our construction  
industry solution  
means 4U