Customer Story

Harmon Group

Deltek + ComputerEase Construction Accounting Software Helps Yield Over 850% Long-Term Growth for Large Midwest Contractor

Harmon Group has 3 separate entities: Taylor Brothers, Harmon Construction, and Harmon Steel. Taylor Brothers focuses on remodels and manufacturing for large retail locations such as Target, CVS, and Home Depot. Harmon Construction focuses on carpentry build outs and remodels for hospitals, restaurants, and casinos. Harmon Steel is the largest iron worker in the state of Indiana focusing on rebar for highways. 20 years ago, they were preparing for growth with a goal to cross $12 million in annual revenue. They knew that they needed a software powerful enough to manage their business at scale, which lead them to partnering with Deltek + ComputerEase.

Company: Harmon Group • Headquarters: Indianapolis, IN
Industry: Construction
Products & Services: Steel, Concrete, and Carpentry
Employees: 50 - 100
harmongroup.com
Harmon Group

Challenges

• Lack of insight on the health and profitability of any particular job
• Inability to generate critical construction-focused reports (e.g. WIP reports)
• No integration of advanced accounting software that could scale with business growth
• Job complexity was increasing, clarity was decreasing
• Some team members were skeptical of changing how business was tracked

Solution

• Harmon Group worked with the Deltek + ComputerEase implementation and training team to identify a legacy data migration execution plan
• New Deltek + ComputerEase construction accounting software was implemented in phases: job-to-job and company-to-company
• New modules were introduced and implemented over time as they became more comfortable using Deltek + ComputerEase becoming fully integrated into business operations

Benefits

• Harmon Group’s companies grew rapidly from $12 million to $200 million in annual revenue over 20 years
• By implementing in phases, Harmon Group was able to prove out the success of each Deltek + ComputerEase software tool in order to minimize possible disruption and to earn team buy-in
• Handling common construction documents and processes such as change orders, RFIs, and submittals became seamless within their Deltek + ComputerEase experience
• Harmon Group has been able to manage almost the entirety of their accounting and business management processes within one solution, Deltek + ComputerEase, reducing the common problems that occur with disparate systems

“Job costing is unique and Deltek + ComputerEase is good at it.”

Sam Cotton, Information Solutions at Harmon Group