



Microsoft Dynamics NAV with ProjectPro has enabled CAMP Construction to integrate our Customer Relationship Management, Estimating Process, Bid Management, Projection Management, Job Costing and general accounting functions all from within one solution. We have automated the process of gathering job information which has resulted in faster estimates for customers to approve and increased our ability to management more jobs with less headcount. Our new system has paperless workflow capabilities that has helped us more efficiently manage our A/P invoice process from receipt, to approval, and ultimately payment to our vendors, suppliers and subcontractors.

– **Mark Breaux,**

Chief Financial Officer  
of CAMP Construction Services



**The Dynamics NAV/ProjectPro implementation helped a large-sized General Contractor firm in Houston, Texas, improve business processes, gain financial visibility, and prepare for future growth.**

## THE CLIENT

Camp Construction Services, headquartered in Houston, Texas, is a general contracting company that specializes in interior and exterior renovations, disaster recovery, and roofing. With over 40 years of experience, Camp Construction has expanded their footprint to over 25 states with employee strength of more than 150 throughout the country. Camp's legacy system was not equipped to handle the robust financial reporting that they required in order to continue the company's growth, which led them to seek out ProjectPro.

Since the goals of the firm were developing an expert management team and workforce to execute turnkey projects on a timely and cost-competitive basis, they needed a system to undertake continuous supervision, attention to detail and commitment to customer satisfaction from the beginning to end.

## CHALLENGES

Before ProjectPro was implemented, the firm was using Sage 300 (Timberline), for maintaining their Financial Analysis/Chart of Accounts. The legacy system could not provide the robust financial reporting and operational tracking required, including:

- There was no visibility of pending vendor invoices awaiting the Project Manager's approval
- The field estimators were inspecting potential projects and capturing pictures on cell phones and measurements on hand-written notes for estimates that were then created after being sent back to the office.
- The Credit Card Payment Process was manual and time-consuming which made it difficult to manage credit card accounts.
- Challenges with managing banking payments and reconciliation.
- Any change to a vendor invoice against a job required reversal of the invoice and re-entry which was time-consuming and error ridden.



## MODULES IMPLEMENTED

- › General Ledger
- › AR (Account Receivables)
- › AP (Accounts Payable)
- › Sales/Marketing
- › Purchasing
- › Jobs
- › Progress Billings
- › Job Quoting

## APPROACH & SOLUTION

Since the legacy system was not equipped to handle the transactions and systems required for a growing company, for Camp to expand efficiently to more than 5 states and multiple cities, they had to look to a centralized, fully integrated construction solution.

Team ProjectPro made the best use of Microsoft Dynamics technology with ProjectPro capabilities, enabling the client to automate their entire business process. From estimating to the completion of projects to helping facilitate their business expansion plans, ProjectPro helped them meet all their needs related to financial management as well as business operations.

## TECHNOLOGY USED

**Primary Technologies:** NAV 2017, ProjectPro.

**3rd Party Integrations:**

1. **Zetadocs:** To manage storage and delivery of financial transactions related documents.
2. **Continia Document Capture:** To scan, extract archives, OCR-data, posts, registers, and all other types of documents.
3. **Nav Add Ons:** To work on cost control and have information on the company's revenues and costs.
4. **ADP:** To develop control over payroll, taxes, and other finance operations.
5. **Jet Reports:** To meet the needs related to fast and accurate business reporting.





## BENEFITS

- Real-time project performance visibility with better control of project management and operations.
- Elimination of data entry redundancy, thereby reducing data error related to finance management and documentation.
- Ability to use iPads in the field for customer approval signatures on 3 pages where the signatures were stored within NAV, on the Job Card.
- Customizations made to import details into Purchase Journals with dimensions.
- Job Forecast Worksheet enabled project managers to streamline the complete estimated cost of the projects.

## RESULTS

### Save on Time

ProjectPro and other Dynamics integrations helped the general contractor to save time on project management and finance-related record-keeping.

### Streamlined Operations & Management

With easy financial data access, storage benefits, and smoother resource management, the entire operational processes were streamlined.

### Unbound Flexibility

ProjectPro helped the general contractor to reduce the stress with supervision giving liberty on control and greater time to increase project pipeline.







**Microsoft®**  
**GOLD CERTIFIED**  
*Partner*

**20+**

Years in Business

**100+**

Projects

**200+**

Years of collective  
TeamExperience

**8**

Global Locations

## About ProjectPro

Based on the concept of cloud, ProjectPro is a SaaS-based construction accounting and enterprise resource planning software based on Microsoft Dynamics 365 Business Central.

ProjectPro helps businesses streamline their processes with better insights into the overall project costs, resource requirement & allocation, which offers precise and timely information. Integrate all of your project accounting, management, labor & resources management, material planning, and customer relationship management through a dedicated solution. Streamline accounting processes & strengthen control of your organizations projects with ProjectPro. With integrated data, intelligent transaction processing, and robust analytical and reporting capabilities, you can reduce the time and effort it takes to access meaningful information necessary to make good business decisions.

### Highly qualified professionals

We have highly qualified professionals working with you to deliver our Dynamics projects. These include Functional Consultants (CPA, Industry Expert), Technical Consultants, Microsoft Certified Professionals and, Project Managers (PMP & PMI-ACP, Dynamics Sure Step).



Headquarters at Rochester

## About Netsmartz

### Netsmartz, our parent company

Headquartered in Rochester, New York and with multiple offices across the globe, Netsmartz is a CMMi3 & ISO 9001:2008 certified company. Formed over 20years ago, we currently have over 1000 employees, a rich experience of successfully executing 2000+ projects and working with small companies to Fortune 1000 clients.

**2000+**

PROJECTS  
EXECUTED

**1000+**

TEAM  
MEMBERS

**20+**

YEARS IN  
BUSINESS

**8**

GLOBAL  
LOCATIONS

**98%**

CUSTOMER  
SATISFACTION



## GLOBAL ADDRESSES

### ROCHESTER, NY

1250 Pittsford-Victor Road  
Ste 190, Pittsford, NY 14534

### IRVINE, CA

200 Spectrum Center Dr  
Irvine, CA 92618

### MISSISSAUGA

2233 Argentia Rd, Mississauga,  
ON L5N 6A6 Canada

### OSLO

Norway

### CHANDIGARH

Plot no. 10, Rajiv Gandhi  
Chandigarh Technology Park  
Chandigarh – 160101

### MOHALI

IT-C-9, Sector 67,  
Mohali – 160062,

### GURGAON

9th Floor, JMD IT Megapolis  
Sector 48, Sohna Road  
Gurgaon – 122001

### SINGAPORE

DUO Tower, 3 Fraser Street  
Level 08-21  
Singapore – 189352



### Start growing with ProjectPro today.

If you need to know more about how we can help your business thrive with Dynamics Business Central/NAV, let us show you how it works.

A member of our team will give you a detailed demo based on your specific needs.



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### Company Certifications



ISO 9001: 2008  
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