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# CONSTRUCTECH

**July 7, 2003**

## **2003 Technology's Hottest**

As any software developer will tell you, creating new and exciting products every year that appeal to a wide range of customers can be extremely difficult. Technology vendors must be deeply in tune with their customer base in order to know what is regarded as important software features, and as a result, have a creative mind that can turn those needs and desires into innovative and effective products.

Construction companies have been keeping a steady pace of spending on software, dedicating 16.7% of their information-technology operating budget toward software last year, according to a recent study by Gartner, Stamford, Conn. That percentage is expected to increase this year by about 1%. However, due to the sluggish economy, companies have become more cautious and selective when it comes to evaluating the software they do purchase.

Because of this attitude vendors have had to buckle down and go back to the drawing board to develop software packages that will not only be stable for years to come, but also bring more productivity, efficiency, and cost savings to the construction process. At the same time, they have had to be more innovative with new technological ideas, and still bring a useful and deliverable product to the table.

Luckily, there are a select few construction software vendors that have been able to be very successful in delivering solutions and technology that hits the mark for customers. What is even more impressive is that the vendors Constructech recognizes on the pages that follow have introduced new technology despite the unrelenting economy.

The Constructech Technology's Hottest award highlights the best of the best among vendors today that have not only demonstrated solid revenue growth, but have also landed some very impressive customers along the way. Chosen by a majority vote of the Constructech editors, it is clear that these companies have accomplished everything it takes to meet their customers' needs and wants with regard to technology and innovation. Alongside the 14 hottest companies, the editors also identified five up and coming companies, (these are companies less than two years old) and three companies to watch.



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Without question, these "hot" technology vendors are setting the standard for what is to be the software norm now and in the future. Understanding the needs of construction professionals has helped these companies forge new strategies that are resulting in increased profits. In fact, it is this knowledge that has enabled these select few to prosper in a very challenging and highly competitive marketplace. It is clear that the companies on the following pages are already well ahead of the competition, leaving nothing but smoke in their paths.

### **Geac AEC Business Solutions**

**Tampa, Fla.**

**[www.aec.geac.com](http://www.aec.geac.com)**

Some contractors have had trouble finding a software package that is specifically tailored to the construction industry. However, this is not the case with Geac AEC Business Solutions, Tampa, Fla. The reason that this company is so hot is because of its ability to develop software applications that pertain to the construction process, while fully integrating contractors' most important needs in software.

Last year, Geac focused much of its attention on its customers and the way they are using the integration features that Geac offers for job cost accounting, project management, and estimating. Geac's systems are truly integrated, and Geac has always worked closely with customers to make sure they are getting the most out of these systems. For example, by working with Geac, one general contractor gained four productive days each month, trimmed its staff, tripled its volume, and reduced work hours required to answer field inquiries.

Customers such as VCC, Little Rock, Ark.; Miller Bonded, Albuquerque, N.M.; Construction Network Inc., Jonesboro, Ark.; and **E.M. Rose Builders, Branford, Conn., have all been able to streamline their construction projects and save time and money by fully utilizing these integrated features.** Due to this dedication to their client base, Geac was able to secure another recent customer win: Desarrollos Metropolis, San Juan, Puerto Rico, the second largest construction company in Puerto Rico, with \$500 million in contracts that are in progress.

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