



Partner

Technology Consulting for
Small and Medium Businesses

New Applications from itSynergy Help FNF Pave the Way to Improved Safety and Savings

Customer:

FNF Construction, Inc.

Web Site:

www.fnfinc.com

Country or Region:

U.S. Southwest

Industry:

Construction

Partner:

www.itsynergy.com

Customer Profile:

FNF Construction is a \$300 million privately held Heavy Highway construction company located in Phoenix, AZ. The firm is licensed in 14 states though most of its contracts are let in California, Arizona, Nevada and New Mexico. The company has approximately 500 employees and operates over 1000 pieces of equipment.

Software and Services:

Safety and Risk Management
Application
Equipment and Utilization
Application
MS Access 2003 (Front-End)
SQL Server 2000 (Back-End)
(Other)

Introduction / Summary

FNF is a \$300 million privately held Heavy Highway construction company in Phoenix, AZ. With Job safety, risk management and better utilization of its equipment as priorities, the company sought the help of its IT specialist, itSynergy. itSynergy developed two powerful applications for both—Safety and Risk Management and Equipment Utilization—that significantly reduced accidents by empowering employees with accident impact data, lowered insurance premiums over \$1.5 million, shrunk inefficiencies in equipment utilization, and allowed employees to share in more profits.

the company was interested in finding ways to lower its insurance premiums which ran well over \$2 million per year. One of the problems, however, was how accident information was documented and used.

“Safety and equipment information was all captured on spreadsheets,” said Sean Saunders, CIO, FNF Construction. “We had plenty of data but no intelligent way to act on it.”

What FNF needed was a better way to collect and analyze accident related information.

“Accidents always carry a price tag and safety always comes with a reward. The business intelligence gained from our new solutions enables us to maximize both the human side and the financial side of our company.”

Sean Saunders
CIO, FNF Construction, Inc.



Business Needs

FNF had two business issues it wanted to address: Tracking and analyzing Safety and Risk Management statistics which would aide in accident prevention and better utilization of its equipment and other company assets.

Accident Prevention

Like many companies within the heavy construction industry, FNF has safety as the prime objective throughout its company. In a very real sense, the company is the sum of its employees and keeping them as accident free as possible is part of the nuts and bolts of the company.

As a result of past accidents and the rating standards applied to firms like FNF,

Better Equipment Utilization

Another area of improvement that showed high leverage was better equipment utilization. With over 1000 pieces of construction equipment—owned or rented—the company found it difficult to manage maintenance and repair schedules efficiently. Just keeping track of which job site required what equipment and for how long, left some equipment either under-utilized or over-scheduled.

FNF was seeking a more efficient and intelligent way to manage the complex balance between equipment availability and job site requirements.

Solution

FNF Construction’s IT specialist, itSynergy, developed two powerful

solutions to address the company's risk and equipment issues: Safety and Risk Management and an Equipment and Utilization Application. The first priority FNF had is for the safety and well-being of its valuable employees. Its second priority was for the financial viability of the company. The two applications developed by itSynergy accomplished both goals.

The Safety and Risk Management application captures a variety of data surrounding the conditions present when accidents occur such as the personnel involved, equipment on site and other job-specific information.

Over time, FNF has been able to assemble job safety profiles that supervisors use to educate crews, creating a heightened awareness of the impact of accidents. For example, FNF can predict the cost of an accident and workman's comp claim for a particular project to be \$85,000, an amount that directly links to employee profit sharing for the job.

The second solution focuses on Equipment and Utilization. This application tracks the servicing of every piece of equipment to make sure it meets manufacturer's requirements and insures the equipment is running reliably and at full capacity. For example, when equipment maintenance is not performed on schedule, its reliability is compromised. When equipment is down due to maintenance issues, it costs FNF money.

Deciding where and when to rent a piece of equipment is also part of the Equipment and Utilization application. The solution allows FNF decision-makers to evaluate basic rental costs, whether elements like tire wear and fluids are included in the rental price and assign values to service and maintenance factors. Eventually, FNF will open the rental portion of its application directly to rental equipment companies so they can

proactively update information and offer special rental terms that benefit both parties.

Benefits

Safety and Accountability

"Accidents always carry a price tag and safety always comes with a reward," said Saunders. "The business intelligence gained from our new solutions enables us to maximize both the human side and the financial side of our company."

The new application also allows FNF to pinpoint safety requirements by individual employee.

"We're even able to track who attends weekly safety training sessions, our 'toolbox talks'," said Saunders. "We know precisely how up-to-date each employee's training is."

FNF sees a safe work environment as a big win for employees, customers and itself.

"While thrilled with the financial benefits we're seeing from great, new applications, there is no higher ROI than someone's life or being accident free on the job site," said Saunders.

Saunders continues: "Because we share accident propensity data with each employee on each jobsite, less accidents happen. It also means job costs are held down which in turn comes back to the workers as profit sharing."

\$1.5 Million Saved in Insurance Premiums

The overall results of the new Safety and Risk Management application is a reduction in job-related accidents and insurance premiums, and an increase in employee profit-sharing.

"The Safety and Risk Management solution has saved us more than \$1.5 million in insurance premiums in the last two years," notes Saunders. "That translates into a hard ROI of approximately 30 days—an incredible

return on our investment."

Equipment Utilization

With the company's new Equipment Utilization Application, FNF can now plan and estimate job equipment requirements and costs prior to beginning construction as well as during the job itself.

"We now have the ability to roll-up all of the real costs associated with any piece of equipment, owned or rented," said Saunders. "We also know precisely where each piece of equipment should be to maximize its use."

Creative IT Partnership

The development of two new applications that addressed safety and equipment utilization accelerated FNF into the future in terms of powerful technology solutions addressing nagging business needs.

"itSynergy's applications have taken us from the stone age to the 21st Century," said Saunders. "From spreadsheets to analytics and business intelligence."

Saunders continues: "There are two main reasons we chose itSynergy as our IT partner: flexibility in their approach and the ability to leverage new learnings as the development process moved forward. The end results were more powerful applications than we had conceived of at the beginning of the project."