

15 Years of Process-based Integration & Millions of Transactions Enabled



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“We often forget you’re there because it works.”

Morgan Traynor
Senior Director of Operational Excellence

The Challenge

With over 80 years in business, Ryan Companies is a national leader in commercial real estate services including design, development, financing, management and construction. Their portfolio spans a myriad of markets from healthcare and hospitality to industrial and retail. They are a forward-thinking organization that strives to adopt the latest technology to drive their goal of “...building something far more profound than the physical presence of a building.”

As an ENR top 50 company, running many projects – and often very complex ones – the need to optimize processes provides both financial and operational benefits. This is especially true with connecting processes that enable field-level information to flow seamlessly to the finance system. With potentially thousands of new contracts in any given year it’s easy to understand why moving data between an accounting solution and project management application is mission critical for Ryan Companies.

Why Morpheus?

Ryan Companies has been a client of Morpheus for over 15 years and like many leading construction companies they envisioned, early on, the value of an integrated accounting and project management environment. In fact, in 2006 the company saw the coming digital wave before many and decided to paddle out and catch that wave. They’ve been riding it ever since.

Initially brought in to provide integration between their Proliance and JD Edwards system, Morpheus’ integration platform was used to enable them to easily move from their original project management solution to Procore’s modern construction management application.

The decision for Ryan Companies to continue working with Morpheus was simple according to Morgan Traynor, Senior Director of Operational Excellence: “They knew us.” That’s a succinct way to highlight Morpheus’ deep understanding of their business and the configuration of the platform to their unique needs and workflows. So, the transition from their older system to the newer one resulted in lower risk, reduced costs and greater efficiencies. And Ryan Companies could continue to build workflows to manage their business just as they had with the previous project management solution.

The Solution

Whether it was the initial work done over 15 years ago or more recently, the drivers behind the thinking were the same: finance should be in finance applications and project management teams should be in their role-based applications. And the data should flow seamlessly, behind the scenes, without any user intervention. "Having a project manager in an accounting solution is not ideal, just like having an accountant in a construction management system. So instead of forcing behavior, ignoring best practices and incurring duplicate license costs, we integrate the necessary data so users can reside in their respective role-based tools."

For an organization the size of Ryan Companies it's important to have strong business processes and the associated governing rules; a flexible platform like Morpheus' is ideal. For example, the adaptability to change business rules and conditions enables Ryan Companies to manage, say, the scope of work written into a contract by having automated notifications and checkpoints through the process by way of project integration. Those checkpoints might route approvals based on dollar amounts or other business process rules. And the configurability of the processes can change as rapidly as the business environment warrants.

The Benefits

Ryan Companies executives have come to expect timely, accurate and relevant information to help them make informed decisions. In large part this is enabled by Morpheus' ability to have a rapidly adaptable process-based integration platform.

A recent and very relevant example of Ryan Companies innovative approach is ensuring that contracts for drones are treated differently than other contracts. With drone enterprise or master agreements vendors are set-up in the system and if someone tries to write a contract to this particular vendor the finance system will send a notification to the project team asking for additional information, etc. It ensures the right contractual content is captured at the onset.

More complicated processes, like project set-up and vendor management, along with the business flows around subcontractors, would be a challenge if the systems weren't integrated and configured to handle the timeliness and accuracy required of the data. Especially given the sheer number of people who need the information which includes the project team, safety director, insurance coordinator, accounting and many others.

5 Key Benefits of Process-based Integration

- Reduce Redundancy – avoid duplicate, manual data entry and the associated errors
- Lower Costs – have accurate daily job cost information for labor, material, subs and miscellaneous costs
- Decide Quickly – produce reports 75% quicker to avoid wasting hours of a project manager's time
- Lower Risk – reduce change order processing time to 25%
- Heighten Visibility – gain insight into new sources of information from ERP, project management, CRM, HCM, etc. systems



"We now have an integration that meets our specific business rules and processes."

Lisa Leighton
Senior Project Controls Manager

About Morpheus

With over 20 years of experience helping companies unlock hidden value between multiple applications, we provide a process-based integration platform that optimizes construction management systems. With billions of dollars in projects integrated, we've helped reduce operating costs, increase productivity and minimize risk for both EPCs/Contractors and Owners.