

Solution Brief

Driving Growth and Results with an Integrated Enterprise Solution



Client

Arch Corporation

Vertical

Real Estate

Core Themes

*Digital Transformation

*Integration Solution



About Arch Corporation

Founded in 2017, Arch Corporation offers unique real estate investment opportunities to its clients. Their aim is to uncover opportunities in real estate that are ignored by others and achieve superior returns through selective strategies. Arch aggregates portfolios, enhances cash flows, and adds value through capital improvements, new developments and professional management.

The Arch team is committed to doing what's best for their clients. They think like investors – indeed, they invest alongside their clients. This alignment of interests underlies their investment decisions and capital stewardship.

Within its Private Capital arm, Arch also looks to make appropriate investments in, and develop, senior-care facilities to meet the growing demands of an aging population.



The Situation

Over the past several years, Arch Corporation experienced significant growth, which led to a reality that the entry-level accounting system and Excel spreadsheets that were used to manage the business' finances and perform project cost management were not going meet Arch's growing requirements moving forward.

As a result, the Arch Finance team decided to upgrade its accounting system and invited NetSuite, an Oracle company, to propose an Enterprise Resource Planning (ERP) solution that would work for their growing business. As a market leader, NetSuite was more than capable of meeting Arch's accounting requirements. However, since Arch's Real Estate Development division is extremely project-focused, with a large portfolio of development projects, NetSuite invited 4castplus to complement their solution for Project Cost Management (PCM).



The Challenges

Beyond the needs met by an ERP application like NetSuite, Arch's involvement in developing real estate introduced new challenges to their processes and systems. The Arch team was forced to do significant manual work to provide management with a clear picture of the key fundamentals of their projects on a day-to-day basis.

To tackle these challenges and automate these processes, the team at Arch identified that they required a software platform to provide comprehensive tools for project management, project cost controls, along with procurement and subcontracting as their capital projects are primarily contracted out. They additionally wanted robust reporting to ensure their internal and external stakeholders have real-time clarity into their projects. Another key requirement was that the solution must also be easy to use – they wanted to make sure their employees had no challenges with embracing the system and the changes that it brings.



An Integrated Solution: Netsuite and 4castplus

They were initially envisioning that they could find a mid-range ERP with a high-level of sophistication in project management capability built-in. After lengthy evaluation, they learned this capability is best handled by specialty software designed specifically for the layers of complexity in managing a significant portfolio of projects.

NetSuite would clearly meet their organizational financial management needs and 4castplus would be their enterprise-wide operational project management tool that, tightly integrated with NetSuite, would ensure their projects are brought successfully to completion and the right information is available to key stakeholders at the right time. Combine this with the proven integration platform that exchanges critical information between NetSuite and 4castplus, Arch is rewarded with a seamless enterprise solution.

The integration is designed to assign each integration point with an Owner and Recipient to standardize on a "Source-of-the-truth" for all shared data elements. The integration platform follows rigorous leading practices to ensure Arch benefits from the decades of financial experience of both 4castplus and NetSuite.



Accurate Projections and Successful Outcomes

Moving out of spreadsheets and into 4castplus as a centralized platform for managing their construction projects, Arch is now able to successfully deliver projects on budget and on time. More than just project management, 4castplus brings the full suite of tools for the careful oversight of Arch's capital projects including:

- Project cost controls including EVM
- Project procurement and subcontracting
- Real-time project tracking
- Budgeting and forecasting
- Accruals management

Throughout the entire lifecycle of a project, the Arch project development team is empowered with robust tools for monitoring budgets, forecasting outcomes and identifying issues early on to take corrective action and minimize any material impact. The Arch team can now not only dive into the details of any phase of a project, but they can also view multiple projects together in an aggregated portfolio view to assess cash flow and make critical informed decisions.

As project teams plan, track, report and manage their projects, NetSuite is seamlessly being updated in the background with key information to reconcile information between systems. With a bi-directional flow of information, both systems are continuously in sync to make certain everyone across the enterprise is on the same page.



Team Collaboration and Real-Time Project Visibility

More than just onboarding their teams on powerful tools to streamline their business operations, the Arch team now has a centralized platform where their multi-discipline teams collaborate in the same solution rather than having to manually share spreadsheets, rekey information, and struggle with formula errors and outdated information.



Looking Forward

As Arch continues to grow and add more development projects to their portfolio, all their historical information will be there in 4castplus and NetSuite for reporting and benchmark information. They have now gained a great deal of maturity on the leading practices and standards they apply for managing the complexities of capital construction projects.