



Value-Added Reseller Spotlight

ROTECH

Rotech Consulting, Inc. is a leading California construction technology firm and Meridian Systems Value Added Reseller (VAR) with offices in San Diego and San Francisco. Rotech is one of Meridian's earliest partner network members – and their first California VAR. In 2010, Rotech received Meridian's prestigious VAR Partner of the Year recognition for outstanding sales and services performance.

With Prolog software as their primary solution offering, Rotech's 10-person team provides a wide range of estimating, scheduling and project management services to more than 400 owners, general contractors, subcontractors and public agencies. The company's primary areas of expertise are the education, government, military and healthcare markets, and more recently, helping private sector clients make a successful transition into public works.

Rotech specializes in delivering technical solutions that solve specific construction business problems. Taking time to understand the client's challenges and expectations is an important first step. Then, armed with this understanding, Rotech develops creative solutions that meet the client's current needs, provides scalability for future growth, and offers the flexibility to incorporate additional technology to further improve efficiencies.

Rotech's services include key Prolog-related deliverables, such as installation, setup, testing and training, along with customization, report writing and executive dashboard development. A host of complementary products, including integration services and custom add-on applications, and unique offerings like scheduling services and claims assistance, give Rotech's clients an array of choices for meeting their unique business requirements and budget constraints.

Key Management

Rotech was founded in 1998 by Don Rote, a former construction company estimator and scheduler, who was also charged with maintaining the company's Prolog Manager software and other construction technology systems. Every Rotech consultant has roots in the construction industry and first-hand knowledge of Prolog. Like Don, some have experience at the general contractor level. Others have worked for project owners or come from consulting backgrounds.

Among Rotech's Team:

- **Don Rote** is the sole owner of Rotech, who considers his team members to be "construction people" first and "technology people" second. Prior to becoming an estimator and scheduler, Don attended Purdue University where he majored in construction management. Don has been a speaker at multiple Meridian User Conferences, Construction Management Association of America (CMAA) conferences and Associated General Contractor (AGC) events. His previous presentations include topics such as using Prolog Manager to mitigate construction delay claims, utilizing technology on bond programs and implementing technology on public works projects.
- **Chad Lawrence** is a senior consultant at Rotech and has been with the technology firm since 2004. Chad provides technical and non-technical support of Prolog and related products to dozens of clients within the construction project management sector. He also writes custom reports for a majority of Rotech's AEC clients. Chad is a former Meridian employee and has been working with Prolog since 1998. Over the years, he has worked with a number of high profile clients, including the Gilbane Group, SGI Construction Management, Jim Murphy and Associates and Swinerton.

- > **Paul Hardy** is a senior consultant and trainer at Rotech with over 15 years of software, hardware, business consulting and networking systems experience related to the project management and AEC industry. Since 2000, Paul, who is also a former Meridian employee, has conducted numerous discovery sessions and Prolog implementations, along with deployment of client-specific configurations. He has also conducted training sessions for Rotech clients, including Rosendin Electric, Recurrent Energy and JHL Constructors. Paul's previous clients include the State of Illinois, McCarthy Construction, Hunt Construction, Alberici Constructors and many other general contracting firms.
- > **Tim Heilman** is a senior consultant at Rotech and a graduate of California Polytechnic State University (Cal Poly). Prior to joining Rotech, Tim worked for Rudolph and Sletten, Inc. As the company's Prolog application manager, his first major task was to standardize and centralize project management on 50 job sites across the state of California. Later, Tim assumed the role of project manager. Today, Tim serves a wide range of Rotech clients, including Whiting-Turner, Hofschneider, Soltek Pacific, Cello & Maudru and Bernards Brothers Construction.
- > **Garet McInroe** is a construction consultant that has been with ROTECH for 3 years. With a Bachelor's degree in Construction Science from the University of Oklahoma and certifications in Microsoft Office, Garet brings a unique skill set with an emphasis on efficiency. Garet has worked for subcontractors, general contractors and owners, giving him a wide perspective on the construction industry. Currently Garet is providing construction management services along with scheduling, cash flow projections and report writing.

Serving the Local Market

Rotech serves the entire state of California and has a client base that includes a high number of general contractors. The company's market has evolved to include a variety of client types, including owners, government agencies, architects, engineers and subcontractors. Recent Rotech engagements have focused on large, complex, owner-level program management deployments, such as education clients managing multi-project bond programs, owners constructing mixed use developments, health care organizations with expansion plans and government agencies that need better control over capital improvement programs.

Currently, Rotech is working on many projects for the California Department of Corrections, California State University and various military projects. Recently, Rotech completed a large consulting engagement with City Center Las Vegas and Sharp Hospital in San Diego.

Capabilities

Rotech combines official Meridian training with real-world field experience to deliver superior technical services to their clients.

In addition to installing and customizing Prolog, Rotech's technology skills include security setup, report writing and integrating Prolog with third-party software systems. The technology firm also develops custom software and custom Prolog add-on applications to meet specific client needs.

Rotech is skilled at translating business problems into technical solutions that increase efficiency, offer scalability for future growth and provide the flexibility to incorporate additional technology over time.

Service Philosophy

When Rotech engages a prospective client, an in-depth discovery session establishes the criteria that are critical for moving the relationship forward. Defining a company's workflow needs, identifying ways to customize Prolog to fit unique requirements and understanding whether the initiative is driven by budget, technology or internal referrals are important factors to consider.

Although each implementation is unique, Rotech uses a tried-and-true process for moving through the established timeline. Following Prolog installation, setup and training, customizations are completed, security is addressed and custom reports and dashboards are created. Initial training is performed prior to going live and subsequent training may continue on an ongoing basis.

Prolog Training

Rotech offers a variety of options that allow clients to design their ideal training program. Customized, on-site training with a client-specific curriculum is Rotech's signature training service. Additional options include custom documentation, such as quick reference guides and training videos, and train-the-trainer services.

Prolog Services

- > **Installation** – Rotech's highly-skilled technicians blend real-world experience with ongoing Meridian training to ensure that Prolog is installed and configured properly. Detailed pre-installation documents and client questionnaires eliminate surprises.
- > **Customization** – Prolog is an extremely flexible and adaptable tool. The Rotech team's thorough understanding of Prolog's database structure allows them to customize the software to meet dramatically different needs and address their client's most challenging problems.
- > **Security** – The collaborative project environment is driving the need for increased data security. Leveraging Prolog's multi-level security capabilities, Rotech works with the client to identify and set up user-defined security access and thresholds.
- > **Report Writing and Dashboards** – When creating custom reports and dashboards for clients, Rotech's goal is to extract and format information that is both useful and easy-to-understand.

Integration Capabilities

Rotech offers a variety of solutions for integrating third-party programs, like accounting and estimating software, with Prolog to create a best-of-breed construction management solution. Using the latest integrations tools, Rotech helps their clients improve forward-looking project controls in areas like change order management, forecasting and exposure/risk analysis.

Other Products and Services

- > **Custom Software Development** – When clients have a need that Prolog can't fulfill out-of-the box, Rotech can develop custom add-on applications. Custom tools extend the power of Prolog and are often a game-changer for clients that have not been able to find a suitable solution for their unique business requirements.
- > **Claims Assistance** – The Rotech team's construction industry experience and Prolog expertise also allow them to provide clients with claims assistance. Rotech can extract the appropriate Prolog data to 1) evaluate the validity of a claim, 2) prove the client's position in a claim situation and 3) defend the client against an unsubstantiated claim.

Rotech Success Stories

Rotech has helped many clients achieve success with Prolog. Below are examples of how Rotech has successfully served their clients through software delivery, service delivery and Prolog add-on software development.

Client Profile: Software Delivery to the Education Market

California State University (CSU) is the largest and most diverse university system in the U.S. The education leader has 23 campuses, over 400K students and 43K faculty and staff. In 2004, CSU began a long-term relationship with Rotech by choosing Prolog software as its preferred project and program management solution.

Challenge: CSU's individual campuses manage their own capital improvement projects and programs. But they share the need for a stable and flexible project management solution that increases efficiency by automating time-intensive tasks, improves collaboration with the extended project team and reduces risk by increasing visibility and enhancing project controls.

Solution: Although the University hasn't mandated use of Prolog, 11 of its 23 campuses have chosen to implement the software. These implementations represent approximately 100 Prolog Manager Licenses and over 300 collaboration licenses in the education market. When deploying Prolog, Rotech focuses on customizing reports and providing the technical support needed in a complex university network environment, and is able to communicate with network IT staff on a technical level to ensure that Prolog was installed within CSU's stringent setup and security guidelines.

Results: Rotech is currently assisting CSU's Prolog users migrate to Prolog Converge, which will allow the universities to leverage the latest Meridian advances in project management technology. Prolog Converge will provide CSU with a strong, Web-based toolset that will streamline collaboration with the extended project team and support a wide range of integration capabilities.

Client Profile: Service Delivery of Prolog Converge Customizations for the GC Market

A large general contracting firm has used Prolog for over 10 years and has implemented the software on 300+ projects across the U.S. The company utilizes independent inspectors in the field to deliver superior quality control on their projects. The inspectors, who are evaluated based on performance and response times, need access to Prolog so they can respond to inspection notifications on a timely basis.

Challenge: Prolog didn't meet all of the unique inspection request functionality required by the contractor, and significant resources were spent on alternative inspection systems. But the contractor was never fully satisfied with the end result.

Solution: When one of the project teams expressed an interest in upgrading to Prolog Converge, Rotech recognized an opportunity to finally solve the contractor's inspection issues. By modifying the Prolog Converge punch list feature, adding custom notifications and creating a custom, Web-based data entry screen for inspectors, Rotech was able to deliver all the inspection functionality the contractor needed.

Results: The client's initial Prolog Converge custom inspection solution was implemented with great success. Rotech is now working to upgrade other project teams to Prolog Converge so they can utilize the new inspection features. In addition, the contractor has eliminated the need to invest further time and money on alternative inspection systems.

Client Profile: Development of an Interactive Prolog Manager Dashboard

In November 2006, San Diego County passed Proposition O, a \$644M local bond to modernize the Sweetwater Union High School District. The 10-year bond program, which consists of more than 50 projects, will upgrade classrooms, restrooms, science labs and technology; improve handicap accessibility; remove asbestos and lead paint and upgrade the fire and safety systems.

Challenge: Sweetwater purchased Prolog software via Rotech to manage their bond program. But the district's program management firm had complex reporting needs that went beyond Prolog's standard reporting features. Examples include managing multiple funding sources and tracking how much of those funds are being returned to the community through local contracts.

Solution: Rotech created a series of custom reports and dashboards, including a Project Status Summary, Funding Distribution, Project Cost Roll-up, Change Order Aging Summary and Contract Invoice Aging Summary, that allowed Sweetwater's program management firm to monitor funding, commitments and key performance indicators (KPIs) in real-time. A single mouse click generates a two-page summary that provides at-a-glance updates on project status, financial details and key program milestones.

Results: After successfully meeting Sweetwater's reporting needs, and getting similar requests from other clients, Rotech decided to develop a standardized, interactive dashboard for Prolog Manager. The dashboard utilizes Microsoft Office Business Applications (OBAs) to deliver an Excel-based graphical reporting dashboard with drill-down capabilities. The interactive dashboard content is driven by Prolog reports and can be customized for each client.

The Rotech Difference

Rotech is a well-established Meridian VAR and a trusted technology partner with a proven track record of successful Prolog implementations. The company's experienced consultants understand the business of construction and use creative thinking to solve challenging problems. Using Prolog software as a strong foundation, Rotech delivers unique, client-focused technical solutions that increase efficiency, reduce risk and improve profitability.



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