

## Rogers-O'Brien Construction Eliminates Customization, Increase Connection with Cosential

Since 1969, Rogers-O'Brien Construction has firmly established itself as a leading general contractor in Texas by providing a wide range of preconstruction and construction management services. The company's portfolio includes projects for Healthcare, Mixed-Use, Corporate, K-12, Higher Education, Worship, Public Spaces, Retail, Industrial, Senior Living, Residential, and Data Centers. Rogers-O'Brien is family-owned, with three generations actively involved in the company's operations.

Rogers-O'Brien relies on Vista by Viewpoint as its ERP solution to help deliver a valuable advantage to its clients – reliable, proactive services for every phase of a construction project. The company has integrated Cosential with its Vista software; Cosential delivers comprehensive CRM and proposal automation for Architecture, Engineering, and Construction firms.

### Construction and Connectivity

Terri Underhill, Marketing Manager, has been with Rogers-O'Brien for 10 years and has seen several systems come and go in her time. "We went through four or five systems in two years before we settled on Cosential," she says. "We needed one integrated database to store historical project information and keep track of front-end business development leads and opportunities."

Explaining the challenge of a disconnected system, Underhill adds, "We'd been using a system that was completely customized and we couldn't connect pieces together; for example, we couldn't connect staff team to projects and run different reports. So we were really aiming to have consistency. Cosential allows us the connectivity between the different modules, and it stood out because it was geared toward the construction industry."

### Integration Boosts Confidence

The integration of Vista by Viewpoint with Cosential is critical in helping Rogers-O'Brien manage information accurately and efficiently. "Having the solutions integrated enables us to keep track of the most current information at any time on a project, in terms of schedule, budget, project team, and so on," says Underhill.

#### CUSTOMER OVERVIEW

**Contractor Type:**  
General Contractor/Construction Management

**Headquarters:**  
Dallas, TX

**Regional Offices:**  
Austin & Houston

**Employees:**  
285

**Viewpoint Customer:**  
Since 2001



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Terri Underhill,  
Marketing Manager,  
Rogers-O'Brien Construction



She offers an example: “Cosential makes it so easy to pull information. I had a project that required a specific projects list based on sector, for projects completed, for projects in progress the last five years – some nitty-gritty stuff. I was able to create a nice little report and copy-and-paste it into the proposal response. In the past, something like that – the accuracy, the numbers, and dollar amounts, the different project examples we’ve given throughout the proposal – I would have to go back and triple check pieces of the proposal to make sure it was right. Now, I’m guaranteed the information we’re submitting is going to be the same across the board. It has alleviated hours and hours of legwork to make sure we have all of the data at our fingertips.”

Brandon Hanacik, Manager of Information Systems at Rogers-O’Brien, has been with the company for 13 years. He agrees the integration of Vista by Viewpoint with Cosential has improved quality of information and access to data. “As far as integration with Viewpoint goes, we are able to populate Cosential with current change order amounts, updated contract amounts, and staffing information based on how many hours each employee worked on the project. There’s a greater level of confidence that what we’re seeing in Cosential is accurate.”

Underhill agrees, “Yes, by pulling in data to Cosential from our Viewpoint solution, we know that data is up-to-date. It’s been a life saver.”

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Manager of Information Systems  
Rogers-O’Brien

