

# Valmont

Valmont uses CSSP's CHEOPS data management system, built on Rocket U2, to standardize, process and analyse high volumes of data in real time, ensuring effective planning and completion of construction projects.

Valmont is one of Australia's fastest growing construction and design management firms. With offices in Sydney, Melbourne, Brisbane and Perth, the company employs 70 full-time professionals who deliver a complete range of services, from conceptualization and design to budget development and on-site project management. Since 2004, Valmont has overseen projects across a broad spectrum of industries, including finance, hospitality, telecommunications and retail.

## completing projects on time and within budget.

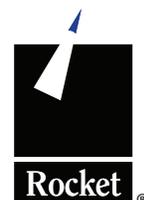
Initiators of commercial design and construction projects, whether fit-outs or refurbishments, often rely on construction and design management firms to guide their projects from start to finish. This means that firms such as Valmont are under tremendous pressure to operate seamlessly integrated back-end data management systems to make sure that their projects are completed correctly, on time and within budget.

Simple errors can cause delays, redundancies and safety risks, all of which could add millions of dollars in cost to the bottom line. Valmont co-founder Marcel Zalloua uses CHEOPS, a single-interface data management system, built by CSSP on a Rocket U2 platform, to manage all aspects of a project, including:

- Budget forecasting from the project's inception
- Cost-code allocation for all possible expenditures
- Cash flow and cost reporting
- Bids and sub-contract development
- 360-degree risk management
- Administration of payroll
- Management of accounts payable and receivable

Valmont  
Sydney, NSW

Valmont has streamlined high volumes of data into a single, industry-specific interface developed by CSSP on the Rocket U2 platform. Through its ability to utilise information presented in standardised formats from multiple project segments, Valmont's construction and design managers can make intelligent decisions in real-time and ensure customer satisfaction.



## the difference between streamlined and fragmented data.

Before starting Valmont, Zalloua had worked at two construction and design management companies, one that used the Rocket U2-based solution and one that did not. He says there is no comparison, which is why he immediately decided to build his company on the Rocket U2-based system.

"What I used at a previous company was broken," he says. "The accountants, site managers, and procurement professionals all used different systems and had to export their data into a common system."

Zalloua recalls that critical data often got lost in translation, which would cause problems at every level of a project's execution, from risk management to cash flow and strategic decision-making.

"The process got very expensive," he says.

## an intuitive, industry-specific system delivers competitive advantage and enables growth.

Thanks to his Rocket U2-powered system, Zalloua is confident that every real-time decision he makes is informed by reliable data that is up-to-date and logically presented. He knows that he is making apples-to-apples comparisons when evaluating bids, contracts are written and structured in a standardized format, and that real-time cash-flow projections reflect supplier payment and invoicing schedules.

By managing projects on a single interface, with inputs from 20 team members across various disciplines, Zalloua says he has a competitive advantage: the ability to offer a "perfect balance" in budget-based forecasting and cost-efficient execution, despite the unpredictable nature typical to major construction and design projects. "Our system allows us to perform cost analysis and forecasting at each stage of a project. This ensures that clients' expectations are consistently met and exceeded."

Zalloua says that the U2 backbone of CHEOPS has been most useful in the areas of contract management and cash-flow reporting. "Transactions often take place independently of one another, but they must be recorded and processed according to the same data parameters. Having a powerful MultiValue database in place makes this not only possible, but incredibly efficient. In fact, I don't think that we'd be able to manage all of our information - and use it effectively - without UniData being at the core of the software."

"As we grow, we need to manage workflow and cash, which we can't do effectively without capturing all data in one location and without documentation that is standardized across all parts of the company. The system is geared specifically toward the construction management industry. It's easy to use and to bring staff on board. CHEOPS, powered by Rocket U2, is all-encompassing – everyone is seeing the same documents and there is virtually no risk of incorrect data inputs."

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-- Marcel Zalloua,  
Director and Co-founder,  
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