



MANAGEMENT CHALLENGES & TECH SOLUTIONS

for Fit-Out Companies



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01. Top 5 Challenges of the Fit-Out Market

Looking at the future of construction, the fit-out sector stands as a beacon of light and holds its ground – firmer with every passing year. There is a growing trend in new fit-out mindset projects in EMEA to execute custom-made projects with a great variety of scenarios, among other changes. The interior sector in the UAE alone is expected to **cross \$973 Million by 2022.**

People – the final client – do not want just new constructions and settings, they increasingly care about the **eco-friendly aspect.** In response, building companies choose to seek help in this sector to provide the needed flexibility for any construction project and the opportunity for a fresh start in old spaces. At the same time,, the greater influx of projects create or increases problems not noticed before.





CLIENT VS CONTRACTOR – COMMUNICATION ISSUES

Often, fit-out companies must often times confront their clients whose expectations may continuously change, resulting in project delivery delays and increased costs. You need to make sure every single detail is put down, saved and agreed upon before the work starts. It's crucial to have a way to track your project throughout the entire delivery process and at every step of the way. You must make sure you have the correct details on your BOQ, that each financial document is correctly approved and if changes are requested, that these will be tracked. **All information should be in a singular place, easy to use both by your team and your client.** Although listening, hearing, and responding to a client's needs continues to be important, making sure all is communicated and registered properly can benefit everyone involved.



ESTIMATION IN THE FIT-OUT INDUSTRY

Getting an accurate project estimate for a fit-out project can be a great challenge in today's market. To succeed in bidding, you need to understand the problems that fall on top of Fit-Out Project Estimations: short times to respond, creating a BOQ sheet, collaboration issues, lack of standardization in the process and the project cost itself. **Keeping all this information in one place, easily accessible by everyone in the team, becomes the key to success!** A good system helps you keep track of your project's value, associated costs, outdated payments, sent and received invoices, and planned expenses to make sure you stay on budget and increase your project profitability.



LABOUR SHORTAGES IN THE MARKET

It is not a surprise to anyone in the construction and fit-out sectors that there are labour shortages. We are facing a market that is growing in the number of projects, but this growth is not being matched by the number of people working inside the field. The Construction Industry workforce in the United Kingdom is 90% of British citizens, among which 50% are aged 45 and over! Due to BREXIT, small construction companies are facing increased labor shortages. Moreover, the Department for Education in the UK shows that the number of new construction apprenticeships for January 2019 has fallen to 950, 21% down from the previous year. Yet this situation is not only found in the UK, globally, there is a construction skills shortage. In 2018, labour shortages started becoming an increasingly common feature of global construction. A 2018 report noted that

27 construction sectors experienced a skills shortage three more than in 2017.

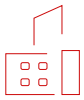
As time goes by, the professionals that are in the market now will retire and there will be less and less trained individuals. Unless steps are made to attract people back into the building/construction/fit-out sector, we face a harsh future. This is why thinking long term is needed, shown by the **fit-out companies started Primary School Initiatives.**



RISING PRICES OF MATERIALS

A report by JLL states that the average cost of an office fit-out increased by 12% in 2018 and it increased even more in 2019. The reason behind the overall project cost growth is the constant escalating material prices. Costs for materials

increased, as steel rose almost 19% and aluminum rose 6% in 2018 amid U.S. tariffs on imported metals, **the Portland Press Herald reported**. Every country around the globe is affected by the rising prices of materials and naturally logistics will also be affected. Your challenge here is to manage your stock carefully and keep a close eye on projects to avoid any possible waste of materials - which is also good for your company's image and for the planet.



THE INFRASTRUCTURE - AFTER COVID-19

Never before has the whole world and its increasingly interconnected economies experienced the same problem at the same time until Covid-19 came into the picture. The resulting restrictions brought the population many new challenges and questions, among which one echoes in one's head: is my home equipped and comfortable for a lockdown? Having a structured and cozy place helped many people face the quarantine time more easily. Meanwhile, companies are asking themselves: How should our office adapt to the post-lockdown period? What are the new needs? And, [as always] how can we save more money?

Fit-Out projects are not only about style or re-style, working trends or basic office needs anymore. They will go back to what is essential for

workers. The building sites of the past, the offices and the way they were designed - were not forward-thinking. The Office Fit-Out companies and the designers handling it now, need to be extra creative and unleash their instinctive human perspective to point out the right direction for each unique company and group of people.

02. **Solution: 6 Reasons Why Your Fit-Out Company Needs Next-Generation ERP Software**

You have seen the top challenges Fit-Out companies are progressively facing. For every problem there are numerous ways of looking at it to find the best solution. Here you will see how you can solve as many issues as possible with one single solution. All the information you need will be in one place. Nowadays, companies can take advantage of top-notch tech solutions that look into their multiple issues, from multiple angles, and support to resolve them to the benefit of the business.

Taking that into consideration, take a look at six reasons why your company can benefit from a next-generation ERP:



TIME AND BUDGET SAVING

Most projects have time and budget constraints. Having a next-generation ERP software at your service will help you clarify the project design and budget in no time. You will be able to plan properly the execution of your project and deliver the results in time, minimizing the risk of overspending on your budget. You will be able to track, at any time and from any place, how much you spend and on what.

2. SOLUTION: 6 REASONS WHY YOUR FIT-OUT COMPANY NEEDS NEXT-GENERATION ERP SOFTWARE

The clarity in your expenditures can support you in making better decisions and make your projects more profitable by having no waste.



HAVING THE FINANCIALS IN ORDER

The most important part of the estimation for the project is the customer's Bill of Quantities (BOQ) sheet. The next-gen ERP holds the information that you need and helps you quickly create financial documents based on it. It focuses on the Quotation and helps you in the Estimation process. It will allow you to quickly share it - via pdf or via a link - to your client so that they can approve it online. It enables you to streamline your sales process and generate sales quotes with complete quotation content (images, notes and T&C). It speeds up this process and improves the communication, while also being eco-friendly. Moreover, with the Quote tracking feature, you can manage and even record the valuations on it. This standardized approach is crucial in many cases.





SOLVE COMMUNICATION AND COLLABORATION ISSUES

Clear and positive communication is crucial in a project. Team, clients and third-party partners must be on the same page to ensure successful results for all. Making sure everyone is well informed is powerful, as it keeps your team at ease and more productive, and every one knows which way the project is going. A next-gen ERP system enhances the communication flow, making the information and needed actions readily available for everyone at the correct time. Setting alerts, notifications and designating responsibilities are also good practices. This sets the expectations at the correct levels with people knowing what to expect and what is expected from them. When you have huge teams to the level where employees may not know each other or with professionals working in various locations, having a tool like the next-gen ERP is a game changer for improving communication and, therefore, project results.



POWERFUL & EFFICIENT DASHBOARDS: OVERVIEW OF YOUR BUSINESS AT A GLANCE

A next-gen ERP allows you to keep an eye on the overview of your Projects and of your company's results. It enables you to understand where you are and what you wish to achieve. It shows you the financial health of your projects and lets you know if you are making or wasting money. The powerful dashboards keep you constantly informed with the most up-to-date data available. The design should be slick, friendly and readable in no time.



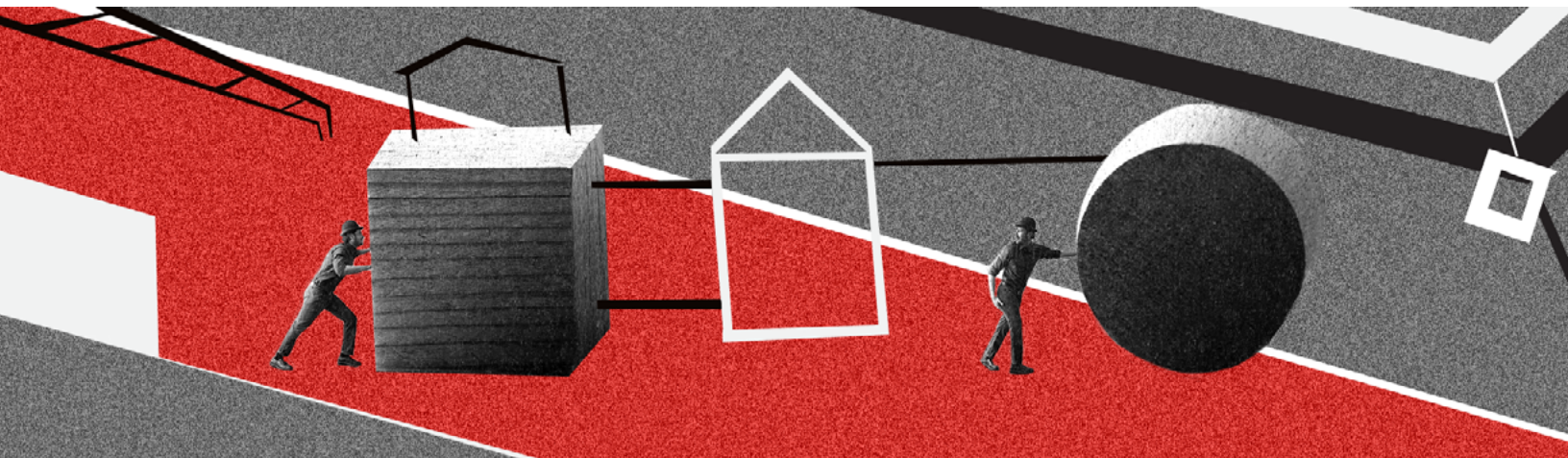
ASSET MANAGEMENT AT YOUR FINGERTIPS

Be it humans, such as employees, contractors or subcontractors, or machines, that you own or rent, you need to make sure that all your assets are in order. Connected calendars provide you insight into when they are available, and, if they are booked, for which project they are booked and for how long. This supports you by avoiding overbooking your assets – or overworking them or underbooking them and losing money this way. The next-gen ERP software can help in all of this for you, in addition to providing reports with live data.



STANDARDIZED APPROACH

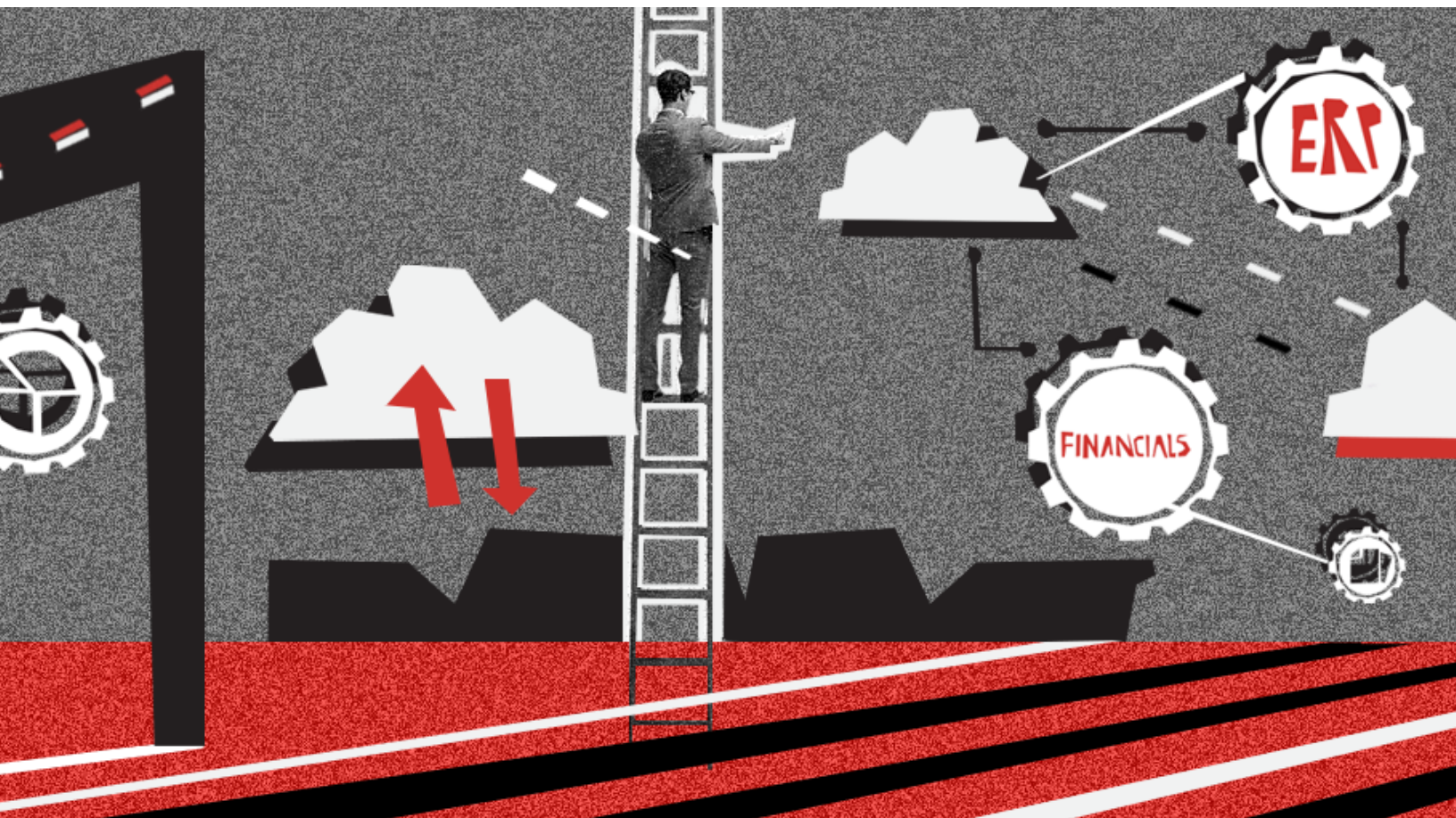
In the construction fit-out industry, having things standardized is key for profit and success. Standardizing processes means consistency and accuracy, resulting in more predictability and constant improvements. A next-gen ERP offers you the needed structure for this to happen leading to a sharper workflow and zero waste of any kind. Streamlining your processes increases your profit no matter the size of your project or company.



2. SOLUTION: 6 REASONS WHY YOUR FIT-OUT COMPANY NEEDS NEXT-GENERATION ERP SOFTWARE

Moreover, always looking to the future and keeping a strong strategy for the long term is a must. **Think ahead and prepare for the great changes that the future may bring by strengthening your company's resilience.**

By adopting a next-gen ERP, you also gain IT security and compliance. There is no singular server where data is stored, and there is always a backup for your data. You will not lose any precious time and your project will always be up-to-date and protected in the cloud.



03. How to Choose an ERP for Your Fit-Out Company: TOP 5 Must-Have Features

Implementing a next-generation ERP system in your fit-out company will change the way you run your business for good! Having the right-fit software can help your company grow and increase your projects' profitability. The future offers many opportunities, you just need to reach out and grab them. A next-gen ERP provides you with great solutions, fantastic support and anticipatory insights.

Given this, when looking at ERPs and their features, make sure you consider the below:

1.



PROCESS MAPPING AND REENGINEERING

It will allow your company to re-engineer your processes. The next-gen ERP can help you map your fit-out company process, based on the type of project that you run. It will enable it to be a repeatable process, making it fail-safe for your team. In time, you will see certain stages or processes are no longer needed, or that they need to be reconfigured. **This software can help you oversee your company's operations in a clear and organized way, from macro to detail.**

This solution will help you re-engineer your way of working and the way you think, streamlining your processes. Change takes time, but the benefits will be long-lasting.

2.



YOUR ORGANIZATION'S BEST-BUSINESS- PROCESSES INDICATOR

The next-gen ERP should be able to indicate the best business practices your company has by performance. It also must deliver measurable and sustainable benefits over time, resulting in an overall business improvement. This will come from **having clarity over your processes and the assets that you have** – humans or machines. All possible project scenarios will be stored in one place. With this, you will be able to produce reports and learn what went right or wrong. In the next project that you take on, ready access to past experiences will help you make the best decisions and choose options that will bring expected results and more profitability.

3.



REAL-TIME ONLINE INFORMATION

It is best to choose a next-gen ERP software for your company that is **cloud-based**, along with your data. This way, you will have access at any time, in any place, from any device you want (mobile, tablet, laptop) – the only thing needed will be an internet connection. In legacy systems, information is stored on paper and moved around, with extra steps (and more opportunities for mistakes) until it is stored electronically. The newest generation of ERP systems has bypassed the paperwork and made it all eco-friendly. All info is gathered in one location, accessible to many according to the access granted, available online whenever you need – saving time and money.

4.



INTER-ORGANIZATION COMMUNICATION AND COLLABORATION BOOSTER

The next-generation ERP system has the best solution for your workflow: intra-organization communication and collaboration between different functions and locations. No matter if you are working behind a desk, in an office job, or if you are on-site, the ERP system is there for you. The processes in your fit-out company are interlocked and dependent on each other. Having one tool that brings them all together will support and encourage collaboration. It will ensure fewer conflicts between the processes, and everyone will have all the info they need in one place, updated in real-time and reminded by alerts, notification and assigned responsibilities and actions.

5.



ACCOUNTING SHARPENER

The common database inside a next-gen ERP system greatly supports the accounting team by having no duplicate files or redundant data! Customer invoices can be based on actual shipments that help speed up invoice processing. Detailed transactions are saved online, and you can track everything from Quote, Bill of Quantities to the Purchase Orders and Invoices. Each expense must be tracked, and all money will be accounted for, connected via Nominal Codes so that the transition to the Accounting Software currently used will be smooth. Of course, any respectable ERP system will also provide integration with the leading Accounting Systems, as **XERO, Quickbooks, Sage.**

04. Archdesk ERP for Construction



Developed by experienced industry experts, our cloud-based next-generation ERP solves real challenges of workflow, process and project management. The software is implemented according to your workflow – resulting in a unique configuration, tailored to your business processes and needs. Archdesk's main goals is streamlining your company processes and making project management effortless.

By using Archdesk you can get:

- + Project insight allowing you to make more accurate data-driven business decisions
- + Time savings on complex tasks, such as quoting, tendering, or customized reporting
- + Real-time control over the project's budget and costs, providing financial insight and ensuring project profitability



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