

SmartPM™

Case Study



Pat Tolin is President & CEO of MCP Group, responsible for the strategic operations of the business.



MCP Group Finishes Projects 6+ Weeks Early Using SmartPM

“ Amazing ROI.
We put in \$3K but received
\$150K+ per project in savings.

BACKGROUND



**\$75K SAVINGS
ON EARLY FINISHES**



**100% PROJECTS
EARLY OR ON SCHEDULE**



**50x
ROI**

MCP Group is an award-winning, second generation general contractor with a long and impressive history. Founded in Topeka, Kansas in 1972 by brothers Mike and Bruce McPherson with a single goal to “build the future,” the company has grown to various construction entities that specialize in four primary markets: retail, k-12, multi-family / senior living, and higher education. By 1975, the firm completed its first million-dollar job and has gone on to complete some of the most inspiring builds, including the KSU College of Administration Building, Robert J Dole Institute of Politics, and the Federal Home Loan Bank.

In 2018, Pat Tolin took the helm as CEO, where he serves as the company’s strategic leader, primarily managing business development. Pat not only completed a corporate restructure and rebrand of the company to what’s referred to as the MCP Group in 2018, but has also secured and established a group of repeat clients that have allowed for sustainable growth and stability for the company. MCP just celebrated the 50th anniversary of industry experience, which is due in part to the values that remain the key focus to drive its success: honoring the client, pursuing greatness, and working with a purpose.

CHALLENGE

With MCP growing and getting increasingly more complex projects, it was becoming more and more difficult for Pat and his team to complete projects on time and schedule delays were common. MCP's biggest schedule issues were occurring on its multi-family projects. According to Pat, there was simply "no way to get these schedules completed on time." In fact, he says that these projects were so complicated that "it would take a full-time job just to analyze 15-20 schedules."

His schedulers and staff were being way too optimistic and underestimating the complexity, so they were unable to set realistic task time estimates. "When you're two months late on a project," says Pat, "it's a huge hit to the bottomline."

Pat needed a way to continue to grow his business without sacrificing schedule quality and deadlines.

SOLUTION

Enter SmartPM's Schedule Optimization Platform. Pat heard about SmartPM's analytics software from his network. After watching a demo of the analytics dashboard, he was impressed and then quickly subscribed.

Pat learned that not only was SmartPM's schedule analytics software intuitive and easy to use, but its customer support was also exceptional. MCP Group received a dedicated customer account representative who met with him weekly, answering questions, guiding him, and "resolving any issues he encountered." For Pat, his collaboration with SmartPM feels like a true partnership.

Pat also quickly discovered how indispensable SmartPM's Schedule Optimization Platform would become to his team. According to Pat, every Monday his leadership team is able to look at his SmartPM dashboard and discover at-a-glance each project schedule's quality, compression, and plan-versus-actual or overall performance:

"SmartPM has changed our scheduling culture. We're now very focused on the schedule and each PM schedule now has to be a Grade B or better."

Beyond how easy to use and valuable SmartPM is, Pat most appreciates that SmartPM continues to maintain an affordable price structure: "You get incredible value at this price point. Amazing ROI. We put in \$3K but received \$150K in savings."

RESULTS

By partnering with SmartPM, MCP Group was able to save over \$75K per project using SmartPM's schedule analytics software and received 50x ROI on his investment.

What's more, MCP Group hasn't missed a project deadline since it began working with Smart PM, and they are now frequently completing projects early: "Our goal is to be done on time. SmartPM helped us reach our goals. Instead of being two months behind schedule, now we're two months ahead of schedule."

Additional benefits Pat experienced include: lowered stress levels across the board, especially at the PM level in his company, and an overall reduction in dispute and claims: "It's difficult to have disputes when projects are done on time or early."

An unexpected benefit is how SmartPM helped MCP Group with digital transformation. In Pat's view, construction companies are historically behind the curve when it comes to technology. But unlike other construction firms, MCP Group wants to stay ahead of the curve to keep their competitive advantage: "SmartPM allows us to stay ahead of technology and stay on the cutting edge."

Overall, Pat wouldn't hesitate to recommend SmartPM: "SmartPM saved us money, improved scheduling, and helped us keep clients happy."

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Gain Visibility into Your
Schedule with SmartPM

Request Demo

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