



## Construction Imaging

### Case Study

*A. Pappajohn reduces overhead costs by about 15% with Chameleon.*



A. PAPPAJOHN  
COMPANY

Founded in 1992, A. Pappajohn Company works as a GC Construction Manager in Connecticut and New York. Focused on this commitment to customer service and drawing upon years of field and office experience, Gus Pappajohn and his team began to make their mark with small renovation projects. But it wasn't long before clients took notice and wanted more. A. Pappajohn Company (APC) quickly gained a reputation for quality, reliability and integrity throughout Connecticut, Westchester, and Manhattan. Today, APC manages construction projects of all sizes and budgets, from modest renovations to multifaceted, high-end construction projects. Specializing in commercial and residential buildings, office space, medical facilities, retail and shopping centers, restaurants, and country clubs, APC also manages high-end residential projects on a selective basis.



*"The biggest downside is that now we get less exercise because we don't have to get up to file and retrieve invoices!"*  
- Diane Matteis, Controller

*The Maritime in Norwalk, CT by A. Pappajohn - 330,000 square foot mixed use - \$45 million*

*Saving money and being efficient has always been a top priority. However, during the poor economy, it is more important than ever to be competitive and have an edge.*

#### **CHALLENGE:**

APC was impeded by slow coding and approval of invoice payments. Because project managers were frequently on job sites, they had no time to review and approve payables at the office. Invoices were often "misplaced" at a job-site or at project managers' desks, causing confusion during the approval process, requiring the company to ask vendors for more copies, and further slowing payments. Tracking invoices during the approval process was difficult for APC; causing unhappy vendors and subcontractors to wait to be paid. APC knew that its invoice approval process needed to be improved, and fast.

#### **HIGHLIGHTS:**

- *We have saved a tremendous amount of time and paper with Chameleon.*
- *Chameleon enables project managers to review and approve invoices anywhere.*
- *Working with Construction Imaging is always a delight; they truly aim to please.*

**Product Selection:** APC investigated imaging and invoice approval software; ultimately selecting the Chameleon Document Imaging solution from Construction Imaging. Chameleon answered the requirements for ease of use, smooth integration with the Masterbuilder construction accounting software, and was reasonably priced.

**Implementation –Speed of install and training:** According to Diane, “*The installation of Chameleon was fairly smooth. There are always some issues with software installation; however, whatever the issues were, the staff at Construction Imaging worked closely with our IT provider to solve the problems quickly. The best thing about working with Chameleon is that we have always worked with the same two or three people at Construction Imaging. Having a familiar person helping us was especially important during installation and start-up.*”

Diane said, “*Working with Construction Imaging is always a delight; they truly aim to please. We have a comfortable relationship because we talk to the same people whenever we have a question or want to change something. After working with other software providers, I’m always amazed that someone follows up to see if Chameleon is working the way we want. That personal touch means a lot.*”

**Faster Approval Process –** APC can now track every step of every invoice. Upon receipt, paper invoices are immediately scanned into Chameleon and routed electronically to the project managers. Project managers are pleased with accessing a central location to review all pending invoices; vendors and sub-contractors are now receiving payments promptly.

According to Diane, “*We have saved a tremendous amount of time and paper with Chameleon. We’ve been able to increase the volume of invoices we process without adding staff. I would say that between staff and supply costs, we were able to reduce our overhead costs by about 15% after the installation of Chameleon.*”

Diane also says: “*The biggest downside is that now we get less exercise because we don’t have to get up to file and retrieve invoices!*”

For more info on Chameleon please visit:  
<http://construction-imaging.com/chameleon>

## Chameleon

Designed for small to medium sized companies. It captures, routes, stores, and retrieves within easy access, all documents in a construction office. Applications are available for Accounts Payable invoice routing and approval, Job Files Management, Human Resources, and more.



Southport Brewing Company in Stamford, CT - Another project by A. Pappajohn

## RESULTS:

Chameleon enables the project managers to review and approve invoices anywhere. They save time and gas by not having to run back to the office; which allows more time at job sites ensuring the projects run smoothly. Diane said, “Chameleon has also helped us take advantage of payment discounts. We know which manager has an invoice at all times and can remind them if a discount is available.”