

CASE STUDY



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logic

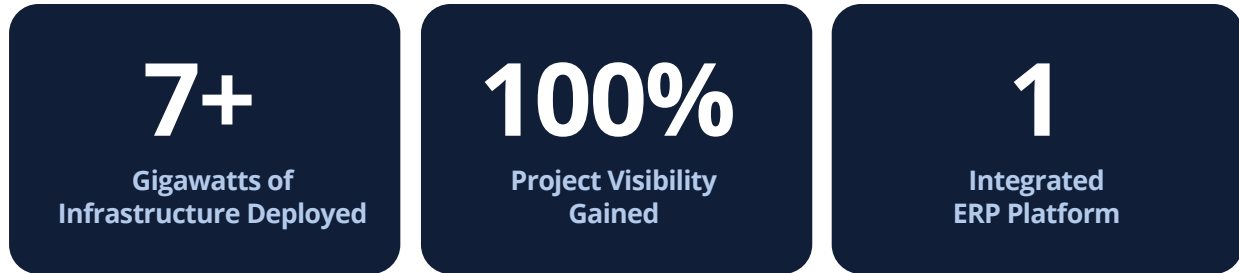
How a Leading Renewable Energy EPC Scaled Construction Operations With Project-Based ERP

A major commercial-scale renewable energy construction firm deploys a project-based ERP to gain real-time visibility across multi-site construction projects, enabling better revenue recognition, cost management, and workforce productivity



About the Client

A leading full-service engineering, procurement, and construction (EPC) company specializing in commercial-scale renewable energy and energy storage projects. The firm has installed multiple gigawatts of renewable energy infrastructure across the United States, earning recognition for technical excellence and delivery reliability. Explosive growth and expansion into new markets created operational demands that legacy systems could not support.



At a Glance

Industry

**Commercial Renewable Energy
Construction**

Headquarters

**Full-service EPC (Engineering,
Procurement, Construction)**

Operations Scope

**Multiple gigawatts of
infrastructure deployed
nationwide**

Previous System

**Lack of real-time multi-site
project visibility and cost control**

New System

**Fragmented legacy systems
with manual project tracking**

Key Team

**IFS Cloud ERP with
project-based accounting and
PM integration**

The Challenge

Rapid growth—expanding from regional to national operations—created visibility blind spots. Project revenue, costs, and schedules couldn't be tracked in real time against performance targets. Manual field data capture created delays in accurate cost and schedule information. Regional tax compliance was manual and error-prone. Site-level productivity metrics were elusive, and the company lacked a unified platform connecting project management, field operations, and financial reporting.

Key Results

- + Real-time visibility across all active construction projects nationwide
- + Accurate project-level revenue recognition and margin tracking
- + Integrated field data capture reducing manual intervention
- + Automated sales tax management across multiple jurisdictions
- + Site-level productivity monitoring and performance analytics
- + Seamless integration with existing project management software

The Challenge

This renewable energy EPC had grown at an exceptional pace, expanding from a regional operation into a major national player installing multiple gigawatts of infrastructure. That scale brought real success—but also real operational strain.

The company's legacy systems couldn't keep pace with growth. Project managers relied on spreadsheets to track construction progress, costs, and revenue across multiple sites. Getting accurate, real-time data on how a project was performing against budget and schedule meant assembling information from multiple disparate systems and reconciling it manually. For a company managing dozens of concurrent construction projects—some spanning months, others requiring coordination across multiple states—this created a critical visibility gap.

That gap had measurable consequences. Revenue recognition was difficult to track at the project level, making it hard to assess real profitability. Cost overruns on construction sites weren't flagged until late in the project lifecycle, when course correction was expensive or impossible. Field information was captured manually and flowed into the system with delays, creating a lag between what was actually happening on a jobsite and what financial and operational leadership could see. Sales tax compliance across multiple states and jurisdictions was manual and resource-intensive.

Site-level productivity—a critical metric for a construction company—was hard to monitor in real time. Labor allocation, equipment utilization, and schedule adherence couldn't be tracked centrally. The company needed a purpose-built system for construction and project-based operations, one that could integrate with their existing PM software and provide the visibility that rapid growth demanded.

IFS brings a strong vertical capability in construction and project-based industries, with tools specifically designed for companies managing complex, multi-site projects. Gray Matter Logic's construction industry expertise, combined with IFS's platform strength, enabled a implementation that moved quickly and delivered foundational benefits without serious disruptions.

The Approach

Gray Matter Logic conducted a comprehensive operational assessment to understand where the current systems were breaking under growth. The team mapped the company's process flows—from project planning and budgeting through execution and close-out—and identified the critical gaps: lack of real-time cost and schedule visibility, fragmented field data capture, weak project profitability tracking, and manual tax compliance.

Working with the client, Gray Matter Logic defined the future state of key processes and aligned them with the capabilities and vertical strengths of IFS—a platform with particular depth in the construction and project-based industries. IFS Cloud's project management module covers the full lifecycle from planning and budgeting through execution and reporting. Its project-based accounting ensures that revenue, costs, and margins can be tracked in real time at the project level. Its integration with the client's existing PM software would create a unified operational backbone.

The implementation followed a rational migration path, prioritizing the most critical business processes first: project accounting and revenue recognition, real-time cost tracking, field data integration, and multi-jurisdiction tax management. The team assembled experienced implementation consultants and deployed the system in a constrained resource environment, working side by side with the client's staff to minimize disruption.



OUR PROVEN FOUR-STEP INTEGRATION PROCESS



1. Analyze

See what others miss.

Completed a comprehensive operational process assessment to understand major gaps in project cost tracking, revenue visibility, and field data flow. Identified that the company lacked real-time insight into project profitability, couldn't track construction productivity at the site level, and had no automated path for multi-state tax compliance. Mapped integration points between project management, field operations, financial accounting, and reporting systems.



2. Optimize

Strip away what doesn't serve you.

Defined the future state of core processes aligned with IFS Cloud functionality and the construction vertical capabilities IFS provides. Designed a rational migration path that addressed the most critical visibility gaps first: project-level revenue recognition, real-time cost tracking, integrated field data capture, and tax management automation. Ensured the design would work with the client's existing PM software, creating one unified platform for operations and finance.



3. Automate

Let the system do the work.

Deployed foundational IFS ERP with immediate benefits: real-time project accounting that tracks revenue, costs, and margins at the project level; integrated field data capture reducing manual delays; automated sales tax calculation and reporting across jurisdictions; site-level productivity monitoring tied to actual project performance. Implemented best practices for construction operations using IFS's construction vertical strength.



4. Transition

Walk into the new world prepared.

Conducted active knowledge transfer to the client's team, enabling them to configure and maintain the system independently and adjust it as the business evolves. Deployed training and documentation so the team could own the system and reduce long-term reliance on external support, protecting the company's ability to continue scaling.

The implementation transformed how the company ran construction operations. For the first time, project leaders could see real-time project profitability. Cost overruns were visible early enough to take action. Field information flowed into the system automatically through integrated data capture, eliminating delays. Site productivity metrics—labor allocation, equipment utilization, schedule adherence—became visible and actionable. The unified platform meant one source of truth for project information, eliminating the spreadsheet workarounds that had consumed time and introduced errors.

“ The implementation went smoothly, and we now have much better visibility into our projects and operations across all our construction sites. ”

OPERATIONS LEADERSHIP
COMMERCIAL RENEWABLE ENERGY EPC

The Results

The company deployed a unified, project-based ERP that gave leadership real-time visibility into operations nationwide. Project profitability—a cornerstone metric for any construction business—became transparent and trackable at the site level. Cost overruns were flagged in real time, enabling faster course correction. Field data flowed into the system with minimal manual intervention, eliminating delays that had made late decisions necessary.

The integration between IFS and the company's existing PM software created a seamless operational backbone. Construction teams could manage schedules and resources in their familiar PM environment; finance and operations leadership could view performance data in real time through project accounting. Multi-state tax compliance shifted from manual calculation to automated processing, reducing administrative burden and compliance risk.

Site-level productivity metrics—previously difficult to track—became visible and actionable. The company could now monitor labor allocation, equipment utilization, and schedule adherence across all active projects, enabling better forecasting and resource planning. Most importantly, the implementation was designed for the company's continued growth. The knowledge transfer and training ensured the team could maintain and extend the system independently, so the ERP would continue to serve the company as it expanded operations further.





About Gray Matter Logic

Gray Matter Logic gathers data and interprets the operational signals of a growing business. A fusion of human expertise and artificial intelligence applies meaning to those signals, revealing what's working, what's breaking, and what's changing. By forging connections between people, information, and workflows, Gray Matter Logic brings logic to complexity, transforming your business into a coordinated, fully functional system built for scale.

Ready to turn your complexity into clarity?

Book a free Complexity Audit.

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Request your free 60-minute systems assessment