



## Case Study

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TECHNOLOGIES

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## Klinger Companies — Thinking Ahead and Staying Competitive



### Klinger Companies

Sioux City, IA  
klingercompanies.com

**Industry:**  
Design-Build Construction

#### Challenges:

Tracking labor manually while their employees travel across the U.S. proved to be a source of inaccuracies and inefficiencies for Klinger Companies. In addition, Klinger Companies needed a solution that would scale to meet their expanding payroll requirements.

#### Solution:

Klinger Companies chose Austin Lane's ALMobile Time Tracking to eliminate the manual time sheets, streamline its overall time and attendance tracking process across 4 companies.

#### Results:

Today Klinger Companies has gained a competitive advantage through improved efficiency and increased accuracy and quality of information of the cost of their jobs.

When considering the next technology move to streamline their business processes, Klinger Companies asked themselves, "Why are we still doing time cards in the field? Why can't we enter time cards directly into our system?"

Klinger Companies, Inc., one of the nation's larger construction companies, had its hands full of paper time sheets. This industry leading design build company, based in Sioux City, IA, takes pride in providing accurate and timely service on every project and in every facet of their business. Klinger was determined to find the best solution to streamline their processes to obtain more accurate, real time information to achieve a competitive advantage. These motivating factors led Klinger to Austin Lane Technologies and to purchase ALMobile™.

#### MANUAL PROCESS LEAD TO DISCREPANCIES, INACCURACIES, AND DUPLICATION OF WORK

Klinger processed paper time sheets that were completed manually in the field and collected from projects across 15 states. The payroll clerks had to receive and key in this information. Costs were charged to jobs based on these time sheets. A great deal of time was spent correcting the inaccurate data reported on paper time sheets.

According to Bob DeSmidt, CFO, "We had a lot of errors because managers would pick codes that might not have been associated with their job. We came across cost codes that were invalid and jobs that weren't set up. Some time sheets were submitted as spreadsheets via email, and these had to be rekeyed as well."

Klinger's payroll process was time consuming and lacked accuracy, making it all but impossible for Klinger to accurately track cost codes and other important job details. In addition, paperwork for newly hired employees would frequently be received late and incomplete, making it difficult to process their payroll timely and accurately.

*"We have exceeded our goals with ALMobile Time Tracking. They have worked with us, the software is great, they've done some great custom work for us." -Bob DeSmidt, CFO Klinger Companies*

## UNWILLING TO COMPROMISE THEIR GOALS

Knowing that technology existed that could help Klinger's payroll processing; Bob DeSmidt didn't waste any time looking for a solution to achieve their goals of:

- Streamlining their business processes
- Eliminating duplicate work across the company
- Efficient information gathering
- Improving the accuracy of information
- Collecting additional project information from the field

In addition, the solution had to integrate with Sage 300 (Klinger's financial ERP system), be supportable by limited IT staff, and have outstanding technical support.

Klinger chose ALMobile Time Tracking as their solution, because "We thought it was user friendly; it was easy for our guys to use and we like how it interacted with our Job Cost Accounting system."

ALMobile has helped Klinger achieve their goals of streamlining its processes and improving the quality and accuracy of information for their payroll operation.

Klinger's Payroll Manager says, "ALMobile has eliminated so much work on our payroll ladies because we don't have to call the superintendent or the project manager to figure out where the time is supposed to be."

"Our payroll is done much quicker than it used to be. We would run with three people keying in payroll for three solid days, and now two people can handle the validation and cut the checks on the same day."

## EMPOWERING FOREMEN WITH THE RIGHT TOOLS

Klinger utilizes both the mobile device and desktop versions of ALMobile since many of their jobs have networks at their job sites. Having both versions available provides field personnel greater flexibility to organize their processes as efficiently as possible. Some foremen enter time as it occurs real-time, while others enter at home in the evening.

"For our traveling companies", says the payroll manager, "this was a huge thing. They can enter time sheets daily. Our field personnel who use the mobile device, absolutely love them."

## INCREASED ACCURACY AND QUALITY OF INFORMATION

At Klinger foremen might have sent in labor with cost codes that weren't set up or which didn't exist. This not only created additional work, requiring payroll to contact the foremen, but also inaccuracies because of the time lapse in performing the work.

"Now", says the payroll manager, "cost codes are set up for every job beforehand; it has eliminated a lot of accuracy issues. Cost code tracking is much better."

## STREAMLINING PAYROLL EFFICIENTLY FOR FOUR COMPANIES

Today, with ALMobile Time Tracking, Klinger efficiently manages payroll for 4 companies, generating 2000 W2s annually. With ongoing projects in 15 different states on average, ALMobile's flexibility makes it possible to manage payroll effectively for multiple companies with projects based in multiple states.

### About Klinger Companies

Established in 1919, Klinger Companies is one of the larger construction companies in the U.S. Headquartered in Sioux City, IA. The Klinger Companies have a long history in design build construction, having completed projects in 38 states serving a wide range of industries.

### About Austin Lane Technologies

Austin Lane Technologies is a leading provider of mobile business solutions that streamline payroll time tracking and job production tracking for construction contractors. Critical information from the home office, remote personnel, and the job site is easily captured and seamlessly integrated with today's leading construction accounting systems. Austin Lane mobile business solutions operate on multiple device platforms and provide true scalability to support growing businesses. Seamless data transfers among the home office and job sites ensure that contractors have the most current budget and job cost information at all times. Construction company owners who demand accurate, efficient, and timely information look to Austin Lane mobile business solutions to help run their businesses.



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