



Value-Added Reseller Spotlight



Byrne Software Technologies is a privately held Information Technology (IT) consulting and software development firm located in St. Louis, MO. For more than a decade, Byrne has been a Meridian Value Added Reseller (VAR) and Systems Integration (SI) partner serving clients of all sizes, from Fortune 500 companies and Engineering News Record Top 400 contractors to small and mid-sized regional firms.

Byrne helps organizations in a number of construction-related vertical markets, including commercial, government, power and transportation, embrace the power of IT and adopt defined technology strategies. As a Meridian partner, Byrne performs Prolog software sales and delivers professional services related to both the Prolog and Proliance solutions.

The company's areas of focus include project management solutions and services for the Architectural/Engineering/ Construction (AEC) industry; technical consulting; custom software development and integration services; employee benefits administration; IT staffing; and network and managed hosting services. These services, combined with the company's value-added solutions, make Byrne a one-stop-shop for all their clients' technical needs.

With 65 business analysts, consultants and technicians on staff who all have roots in the construction or technology industry, Byrne has become a trusted advisor and has earned a reputation for providing unparalleled solution support. The company's high employee retention rate allows clients to forge strong relationships with the Byrne technical team and receive consistent service, year after year.

Key Management

Byrne was founded in 1985 by William and Cathy Byrne and is a Missouri certified Woman-Owned Business Enterprise (WBE). In addition to an in-house team of Meridian solution consultants, the company's four key executives focus on the delivery of project management solutions and services.

- > **Cathy Byrne** is President and Chief Executive Officer (CEO) and has been part of the company's management team since its incorporation. Her executive duties include operational management, administration, financial reporting and corporate policy development. Through Cathy's leadership, Byrne has developed the organizational strengths needed to help their clients successfully achieve key business objectives. She is actively engaged in the company's partnership with Meridian, and in the support of the entire client base. Cathy's early educational background was in computer programming. Prior to founding Byrne, she worked as an IT consultant for Ralston Purina and Sverdrup Corporation.
- > **Bill Byrne** is Chief Operating Officer (COO) and has been with the firm since its inception. Bill has more than 29 years of business, finance and technical experience. His background plays an important role in supporting the company's construction sector, especially when clients want to integrate Prolog with related systems. Bill is a graduate of the University of Missouri-St. Louis with a degree in Business Administration.
- > **Rick Kilfoy** is a Vice President and Client Executive and has been with the company since 1991. He is responsible for guiding clients through the selection and implementation of project management solutions and identifying professional services needs. Rick attended St. Louis University where he holds a Master's Degree in Finance. He has more than 20 years of consulting experience in the areas of financial systems, cost accounting and information management systems. Rick is a frequent speaker at Meridian User Conferences and at various Southern Illinois Builders Association and Associated General Contractor (AGC) events.

- > **Bob Cook** is Vice President of Professional Services. He has over 20 years of experience in technology development, service delivery, quality assurance and sales operations related to the project management and AEC industry. To each client engagement, Bob brings a strong understanding of management, resource and software delivery challenges as they relate to an organization's business drivers. Since Byrne became a Meridian SI, Bob has been intimately involved in supporting Meridian solution implementations, and the deployment of client-specific configurations. Bob's client list includes Jacobs Engineering, Clayco, Inc., McCarthy Construction, CB Richard Ellis, Target Corporation and many other owners and general contractors.

Serving the Local Market

Byrne provides software and services to dozens of the ENR Top 400 design-build, owners, engineering and construction companies, along with several hundred small and mid-sized clients. Although the AEC industry represents Byrne's largest market, the company's diverse business layers provide financial stability in a challenging economic environment.

As a Meridian VAR, the company serves the Midwest states of Iowa, Missouri, Kansas and southern Illinois. In addition to assisting local companies with their Prolog software sales and services needs, Byrne often serves as an extension of the project controls team for clients like Clayco, Alberici and Jacobs Engineering.

As a Meridian SI, Byrne delivers consulting and professional services to a wide range of client types across the globe - from the United States (U.S.) and Canada to the United Kingdom (U.K.) and Abu Dhabi. The company's clients include U.S.-based Turner Construction and McCarthy Builders, and global real estate services provider CBRE.

Capabilities

Byrne is an end-to-end solution provider with a dedicated team that understands the complexities of project lifecycle management, both from a business and technical perspective. The company performs Prolog software sales and extensive professional services, including business process consulting, implementation support and training. They also perform professional services related to the Proliance solution, including implementation planning, business process analysis, Office Business Applications (OBAs) customization, database configuration and training. In addition, Byrne offers managed hosting services, systems integration, custom application development and their own value-added solutions.

Service Philosophy

Byrne's service philosophy focuses on delivering solutions that provide sustainable value for their clients and stakeholders. The company's software, services and many other deliverables enable their clients to respond effectively to unique business challenges and maintain a competitive advantage in an ever-changing construction industry. This service philosophy has resulted in a high customer retention rate for the technology firm; Byrne has a repeat customer rate of nearly 85 percent.

Professional Services

Byrne's experienced, cross-functional consultants combine business and technical expertise to deliver professional services that get results. The company is recognized for providing flexible services and scalable solutions to meet each customer's unique requirements in the following core areas:

- Business process consulting
- Business reporting
- Software selection
- Product implementation/configuration/upgrade
- Maintenance and help desk support

Systems Integration Services

Byrne has substantial experience integrating Meridian software with their own value-added solutions as well as many third-party financial systems, including SAP, JD Edwards, Oracle Financials, AMS Accounting, Coda Financials and smaller construction-specific accounting programs. The company also has the technical abilities to perform Prolog and Proliance Web services work to build custom applications and OBAs that interface with their client's mission critical systems.

Value-Added Solutions

Byrne has developed exclusive value-added solutions that integrate with, and extend the functionality of, a client's Meridian solution.

- > **The Budget Forecasting & Earned Value** tool allows users to forecast costs on a monthly basis for the lifecycle of a project. The tool automatically identifies variances between the original projected and actual approved values. Project progress can be measured further with the tool's Earned Value feature to provide greater executive visibility into project performance across your project portfolio or capital program.
- > **The Vendor Prequalification System** is a customizable Web-based application that automates the vendor application

process and ensures that well-qualified vendors are awarded work. The application includes a central information repository, simple online forms, worksheets and query capabilities.

Custom Application Development

Byrne also offers custom application development in a variety of areas, including:

- Enterprise Microsoft .NET development
- SharePoint development
- Mobile application development
- Cloud computing services
- Cognos development
- SQL Server solutions (DTS, SSIS)
- Database design, development and administration
- Custom reporting
- E-Business solutions
- Web site design and portal technologies

Training Services

Byrne offers a full range of Prolog and Proliance training options designed to address the client's specific pain points, project workload and budget. Whenever possible, the technology firm uses the client's own data and software to enrich the learning environment. For each client engagement, Byrne develops and executes a specialized training plan that can include:

- The production of custom process control manuals and user guides
- Generalized "out-of-the-box" and custom on-site training
- Role-based training
- Remote training sessions

Managed Hosting Services

Byrne offers flexible and secure managed hosting services with different levels of management to support each client's specific needs. In addition to long-term hosting engagements with large power and transportation companies, the IT firm hosts the Southern Illinois Builders Association online plan room, which supports approximately 1,000 contractors. Managed hosting services include:

- Server hosting and management
- Web and application-specific hosting
- Server virtualization

- Co-location hosting
- Remote backup and recovery

Other Products and Partner Services

By combining their in-house talent with outside resources available through strategic, value-added partnerships, Byrne is also able to offer a number of additional construction, IT and business management products and services, including:

- Reprographics and document management
- Mobile field equipment
- Business Process Management (BPM) tools
- Prolog workflow add-ons
- IT and project staffing

The Byrne Difference

As a trusted advisor to their clients, Byrne is committed to achieving tangible, cost-effective results. With each engagement, the consulting firm takes time to understand the client's technology and business goals; create a roadmap for implementation success; provide best-fit solutions that align with the project's scope, budget and timeline; deliver innovative and sustainable solutions that demonstrate a measurable return-on-investment (ROI); and serve as a valued IT solution partner. To learn more about Byrne's capabilities and expertise, visit the company's free [Resource Library](#) and download their best practices white paper series.



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