



# Faster Document Imaging Speeds Success

CM First Gives Hartman and Hartman the Productivity Gains Needed

Industry: Construction and General Contracting  
Location: Eighty-Four, PA, USA



Founded in the '70's, general contractors Hartman and Hartman provide heavy commercial, industrial, energy and natural gas customers with construction and engineering services. Explosive growth in the energy sector has caused the company to ramp up its capacity and activity to serve such operations as the Marcellus and Utica Shale. One hundred-plus employees now generate more than \$50MM in revenue.

## The Challenge

The booming growth in the oil and gas industries over the past two years has caused Hartman and Hartman to double in size. While enjoying the increased revenue, the management team found that processes that served them for years simply didn't scale. At the same time, volatility in business demand means that staffing increases need to be managed prudently. Process automation had begun, but the systems they had, particularly in the accounting arena, weren't responsive enough. One pain point was imaging documents into a database as input to a CA Plex-generated application. These documents represented the accounts payable, invoices, purchase orders, packing slips and anything else related to managing work effort. Each scan took from 8 to 10 seconds, causing delays for the customers and Hartman and Hartman staff who needed access to the data and inefficiencies for the administrative staff processing the work. Hartman and Hartman wanted to go 'all-digital' with their purchasing and accounts payable systems as their customers desired.

"It was critical that we resolve this problem quickly," noted Ed Budavich, Senior Controller and IT Director. "Big Oil won't sit back and wait for you to meet their needs. As a smaller company, we needed to be responsive to stay competitive."

## The Solution

Hartman and Hartman's IT staff tried to fix their scanning application while looking for another solution. After a few months, they contacted CM First requesting some custom development. In a short period, the CM First developers produced a solution that removed 80% of the delay. The solution was a custom API to the Twain-compliant scanning interface. The solution uses industry standard technologies, and can be flexibly employed to meet various imaging requirements.

## The Results

The custom API resulted in a specific man-hour savings, and increased the general productivity of the staff. At the same time, despite the growth in the company, management was able to defer staff growth in the administration area. Employees were delighted with the imaging improvements. Field employees found they could batch documents and send them to headquarters when they found a hot spot.

“This technology empowers the people we employ and allows us to meet the requirement of our customers for digital data transfer,” said Budavich. “We’d like to work with CM First to convert the old accounting system from AS/400 to Windows and perhaps to modernize with web and mobile interfaces.”

## About CM First Offerings

CM First Group's powerful automation tools, augmented by services partners and professional services staff with many decades of software engineering and DevOps experience, ensure successful outcomes for even the most demanding modernization projects. Our products and expertise have helped over 400 customers in the public and private sectors reach their desired future state faster and more cost effectively than by using conventional approaches.

CM First software quickly analyzes, documents and re-platforms legacy code bases with minimal errors and rework, including those that are too large and complex for humans to tackle in any reasonable timeframe. The output is immediately usable by all team members, regardless of experience and knowledge of legacy software languages, accelerating application maintenance and modernization projects.

For more information, visit [cmfirstgroup.com](https://cmfirstgroup.com)

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