



Project 3 Technologies and The Cram Group Partner to Deliver Integrated Technology to the AEC Industry

The Changing Face of Partnering

While partnering is not a new concept in the Architecture Engineering and Construction (AEC) industry, it can have a wide range of depth and varying degrees of success. As technology continues to evolve, the need to partner in different ways will change as well.

Integrated Solution Delivery, a new model for partnering to deliver technology solutions, is the wave of the future. This model evolved from the need to gain efficiencies on large, complex projects by forming a team that is seen as one entity – instead of individual companies.

As construction projects and contract mechanisms have advanced, so must the industry's technology systems and vendors. The days of a customer buying individual parts of a technology system and piecing them together have changed.

“Traditionally, technology product and service vendors provide software, hardware, or services,” said Wes Smith, Principal of The Cram Group. “But as technology evolves, the ability to share information becomes more of a necessity than an option. Vendors must execute a process-based, sustainable IT platform solution tailored to companies in the construction industry.”

“*The Cram Group understands the industry and the application of software to increase efficiency and productivity. They are leading the changing IT environment for AEC firms. Working with The Cram Group has been a terrific experience, and we look forward to expanding our relationship with them in the future.*”

Trent Hogen, President of Project 3 Technologies

Pioneers in Integrated Solution Delivery

The Cram Group is leading the way and pioneering the model of Integrated Solution Delivery. “Although we've partnered with software and hardware vendors for years, we've traditionally seen a very role-specific effort similar to the many silos of technology on the market,” Smith said. “Instead of worrying about who 'owns' the customer and understands the solution, vendors need to spend more time building relationships.”

With this in mind, The Cram Group has partnered with Project 3 Technologies, a Texas-based software firm that provides sales and services to AEC firms and facility owners managing construction. Since 2007 the companies have worked together to deliver solutions centered on Meridian Systems software.

“We were looking for a partner with a broad set of technical skills, expertise with the Meridian product line, and extensive experience in the construction industry,” said Trent Hogan, President of Project 3 Technologies.

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The Cram Group and Project 3 Technologies took the time to develop a relationship and understand each other's vision, strategy, and how they could work together to help customers succeed. As a result, the partners have delivered comprehensive solutions to a variety of customers including the Houston Independent School District, IMTC-MEI, and the U.S. Postal Service.

“Through this partnership, we've learned that solutions aren't just software applications or platforms,” Smith said. “A solution involves proper business requirement analysis, followed by cohesive procurement, configuration, deployment, documentation, training, maintenance, and support. Our joint efforts have created long-term solutions for highly satisfied customers.”

Since partnering with The Cram Group, Project 3 Technologies has been able to pursue projects that they wouldn't be able to support on their own. Both companies have extended their portfolios in ways they may not have previously recognized as opportunities.

“We've broadened our skills to deliver and complete projects,” Hogan said. “We pursue business together as teammates, and our interests and goals are aligned. Working with The Cram Group has been a terrific experience, and we look forward to expanding our relationship with them in the future.”

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Wes Smith
Principal of The Cram Group



419 Lafayette Street, 2nd Floor, New York, NY 10003
Tel: +1-212-505-0381 www.thecramgroup.com

About The Cram Group

The Cram Group provides enterprise level Consulting, Hosting, and Development services that enable Corporations and Construction Industry participants to deploy integrated technology solutions for today's ever changing business processes.

For more information, call 212-505-0381, or go to <http://www.thecramgroup.com>.

About ProjectXnet Online Services

ProjectXnet is the industry proven online service focused on the management and support of turnkey solutions for the Architecture Engineering and Construction (AEC) Industry. Over 15,000 users from international and regional companies rely on ProjectXnet technologies daily. Services are available for more than 20 applications from key industry vendors. Other core offerings include, integrated remote desktops based on Microsoft Office & Exchange Email, as well as support for BlackBerry and iPhone mobile devices. Solutions are available in SaaS and Traditional Licensing Models.

About Project 3 Technologies

Project 3 Technologies is a software firm providing sales and services to AEC firms and facility owners managing construction. Based in Texas, the company helps clients manage cost, risk and resources through the successful implementation of leading commercial software applications. From business process analysis and software selection through implementation, training and support, Project 3 Technologies ensures clients receive maximum return on their software investment.

For more information, visit www.Project3Tech.com



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