

**Special points of interest:**

- Collaboration & Integration
- What makes a system collaborative
- "High-Level" Features Distinguish Spitfire
- The Truth about Integration versus data sharing

## What Makes Spitfire Different?

### Collaboration & Integration now available in one system

Spitfire is the only software that combines true collaborative project management capability with a fully integrated system that includes financial accounting.

Construction project management systems have traditionally been available in two different "flavors":

- I) A project management system that is part of a fully integrated financial accounting system, or,
- II) A dedicated, stand-alone project management system

Integrated project management systems offer tight integration to the financial system, eliminating duplication and re-entry of data, however their functionality is not up to the level of the dedicated, stand-alone project management systems, and their collaborative capability is often poor at best.

Conversely the dedicated stand-alone project management systems offer very high level project management functionality. Web-based products also offer advanced collaborative capability. However, none of these systems offer the same level of tight, bulletproof data integration with accounting, job cost and procurement offered by integrated systems.

*Spitfire changes the equation. Spitfire now combines, high-level collaborative project management functionality normally associated with dedicated Project Management systems, with tightly*

*integrated, financial accounting in a single solution.*

### What exactly is **COLLABORATION** capability in project management systems and how can it benefit my business?

According to a recent panel discussion, "Resolving Roadblocks to Collaborative Project Teams", brought together at the Construction Management Association of Americas annual conference,

"Collaboration among all of the professionals involved in construction is a key to project and program success."

Collaborative capability means that systems are designed so that third parties including owners, architects, engineers, and sub-contractors *can work directly on the system through a web browser interface*. Although e-mail and fax are still very useful tools and have been widely available in systems for many years, true collaborative systems raise communications accuracy and efficiency to another level.

For example, project closeout has been routinely reported as an area of difficulty among contractors. Spitfire's project closeout lists (punchlists) have sophisticated embedded routing and security capabilities that allow contractors to maintain, closeout lists, and efficiently and accurately communicate those individual closeout items to the various responsible parties.

Responsible parties can then respond directly to those items on-line. This guarantees that everyone will always be working off the same up-to-date data. There is no need to create multiple lists, copy lists, or manually update lists. This vastly improves control, reduces errors and miscommunications, and reduces time spent managing the process. Better communication and collaboration are keys to solving these problems.

Furthermore, demand for increasing the speed of project delivery is the top reason for decline in construction document quality. Collaborative capability improves your ability to cope with the faster pace of projects today.

### What makes a system collaborative?

In order to provide true collaborative capability there are certain very important capabilities that a system must have:

#### **The project management system MUST be purely browser based for a number of reasons.**

First, a third party accessing the system cannot be expected to have, and/or actually install licensed software - it becomes an impossible management task to install and maintain software on each computer of everyone with whom you may need to exchange information. A browser provides "zero touch deployment" through a simple internet connection and a login.

Second, and even more importantly, non-browser based software would require that your collaboration partners

## What Makes Spitfire Different?

actually be connected to your network using a virtual private network (VPN) or some other intranet connection. Note the word *private* in virtual private network – you have just invited these people into your private network on your side of your firewall!

This is simply an unacceptable security risk and eliminates software that requires network connectivity from being capable of collaborative deployment.

### **The project management system MUST have collaborative capable security.**

The standard security structure built into most applications is not sufficient for collaborative use. You are not going to allow third parties to collaborate on your system unless you are 100% confident that you can control what they have access to down to a very detailed level. This requires an extremely high level of “granularity” in the security structure. For example, it’s not good enough to simply provide or deny access to a particular document. A document may need to be circulated among multiple parties, and you may only want each party to be able to see the specific data that’s relevant to them. Therefore, for collaboration to really be usable, the system security must be intelligent enough to automatically expose only selected portions of a document based upon who’s viewing it.

### **The project management system MUST have sophisticated routing capability.**

In true collaborative use, documents may follow an intricate web of circulation back and forth among many individuals before final disposition of the document occurs. Automatic routing to appropriate responsible parties, automatic routing based on document attributes, mixed serial and parallel routes, Role based routes with nested roles, and multi-stage routes are just a few of the advanced routing features that Spitfire has to handle the complex demands of collaborative routing. Try to

use a system without these features and you’ll appreciate just how important they are to implementing an efficient communication system.

Spitfire project management provides true collaborative capability in a pure browser based deployment that gives you detailed control over who gets what information, and how and when they receive it.

### **What other types of “high level” features distinguish Spitfire’s project management?**

Extremely high level of flexibility. Although the Spitfire project management system comes preconfigured with all of the common documents for rapid implementation, you ultimately have FULL control over the content and format of these documents. And we’re talking about having this type of field level configurability in defining the core data entry forms, not just control over Word templates used for document output.

A collaborative capable file management/document imaging system. Simple file upload and transfer systems do not have the controls necessary for efficient collaborative use. Advanced features such as file check in/check out are necessary in order to properly manage collaborative, multi-point editing of files. Large CAD files can be cumbersome to actually transfer back and forth among various parties when only viewing or markup is required. Spitfire’s document markup/viewer provides browser based access without the need to actually transfer the entire file.

Furthermore, Spitfire’s file management/document imaging system, stores all files as binary objects securely right in the central system database. Systems that simply point to files that actually reside out in the network file system do not offer the level of control, and secure trouble free file management that Spitfire offers.

### **My project management system vendor says that they can “interface” with many accounting systems. How are they different from what Spitfire offers?**

Spitfire has been designed from the ground up as a single integrated Project Management / Financial Accounting system

The dedicated stand alone Project Management systems were developed as stand-alone products. Consequently their core infrastructure was never designed to integrate with any one particular accounting system. The “integrations” that they may represent as being “available” actually leave a lot to be desired.

Some vendors talk a lot about XML, and how that will solve all of your integration issues. XML, is only the data transmission mechanism. The reality is that you still need to map hundreds of individual data elements between two separate systems. Since neither system is designed to actually read and utilize the native data in the other system directly, you must generally push duplicated or replicated data into the other system, and in the process format it to the other systems requirements. This is not how you go about building a clean, efficient, bulletproof integrated system, but it’s what you wind up with when you interface two systems that weren’t designed to work as one from the ground up!

Ultimately, these “interfaces” do not provide you with a single integrated system. You do not wind up with a single routing/workflow/alert system that will cleanly and seamlessly route documents and alerts through the same system regardless of whether it originated in Accounting or Project Management. You will not wind up with a single integrated document imaging system that will cleanly and seamlessly provide document imaging and file attach-

The standard security structure built into most applications is not sufficient for collaborative use.

## What Makes Spitfire Different?

ment capability across both Accounting and Project Management. In the end, you are still running TWO systems!

Spitfire on the other hand, has designed its Project Management from the ground up to be a native part of the Microsoft supplied Financial Accounting system. There is no shuttling of data, no data replication, no needing to jam a "square peg into a round hole". Our solution seamlessly utilizes a single database. Our system is integrated, it's bulletproof, and unlike a situation where products supplied by multiple vendors are interfaced, we supply the entire system and take sole responsibility for making sure everything works - period.

**Jon Taffler**  
**President**

**Spitfire - The best blend of Collaborative Project Management and Workflow, Document Imaging, and Financial Accounting , delivered as a solution.**

### **Spitfire Management, LLC**

Is a Certified Microsoft Partner,  
Value Added Remarketer,  
Independent Software Vendor.

Phone: 914.273.0809

Fax: 914.273.4208

E-mail: [Info@SpitfireConstruction.com](mailto:Info@SpitfireConstruction.com)

*80 Business Park Drive  
Armonk, NY 10504  
P :914.273.0809  
F: 914.273.4208*

*[Info@SpitfireConstruction.com](mailto:Info@SpitfireConstruction.com)*

*[Www.SpitfireConstruction.com](http://Www.SpitfireConstruction.com)*

 **SPITFIRE**  
SOFTWARE FOR CONSTRUCTION