

# Ericom Connect Supports Construction Partners with Secure Remote Access from the Field



## Customer profile

Construction Partners, Inc.,

## Product

Ericom Connect®

## Industry

Construction/Infrastructure



## Challenge

- Needed to deliver simple, web-based access to an array of applications and systems
- Existing system was in transition due to end-of-life. The proposed upgrade required additional infrastructure and more software licenses than were already in place
- Needed a solution that could integrate seamlessly with existing IT infrastructure and support approximately 100 users



*"We evaluated Ericom Connect on several criteria, including ease of use, performance, and the cost of IT resources required to support our remote users in the field. Ericom Connect was selected because it far exceeded our criteria with respect to setup and deployment, management, and user experience."*

Eric Bernard,  
Internal Infrastructure & Service Manager at Construction Partners, Inc



## Background

Construction Partners, Inc. is one of the fastest-growing civil infrastructure companies in the U.S., specializing in the construction and maintenance of roadways across five southeastern states – Alabama, Georgia, Florida, North Carolina, and South Carolina.

Publicly funded projects make up most of the company's business, including local and state roadways, interstate highways, airport runways, and bridges. In the private sector market, Construction Partners offers paving and sitework services for residential subdivisions, office and industrial parks, shopping centers and local businesses. Additionally, the company operates 31 hot mix asphalt (HMA) plants, producing material used to surface the various types of large-scale projects.

As part of its strategic growth plan, Construction Partners has successfully acquired and integrated 18 companies to support local projects.

## Paving the Way for Business

As a large-scale asphalt producer and paving contractor, Construction Partners is always on the road – literally and figuratively. To support remote operations across different states, it relies heavily on technology to run business-critical applications such as time entry software, document and project management systems, and accounts payable software which streamlines processes from procurement to payment.

Project managers and site personnel need always-on access to these applications and systems from a range of devices, primarily desktops and laptops running Microsoft Windows 10. To facilitate remote access, Construction Partners utilized a competing technology. However, the end of life status of this platform forced the IT team to consider other options.



## Solution

- Deploy Ericom Connect to provide secure remote access to time entry software, project and document management, and a “procure to pay” workflow system



## Benefits

- One-hundred percent web-based user access and management empowers users to leverage resources seamlessly from any device
- Solution was deployed quickly and is easily managed via a web-based console

“With the previous vendor in transition, the proposed upgrade would have required a large investment in software licenses and hardware to support our remote field operations,” explained Eric Bernard, Internal Infrastructure & Service Manager at Construction Partners, Inc. “I had experience working with Ericom Software through one of our subsidiary companies and decided to compare Ericom Connect against other competing technologies.”

## Evaluating Options

Bernard and his IT team conducted a side-by-side evaluation of Ericom Connect, a powerful remote application and desktop access solution, and a competing product. Built on innovative technology, Ericom Connect offers enterprise-level functionality and scalability, along with a superior user experience. Combining the benefits of advanced grid technology and robust connection brokering, the cloud-ready Ericom Connect offers high availability, super-scalability and enhanced performance.

“We evaluated both solutions on several criteria, including ease of use, performance and the cost of IT resources required to support our remote users in the field,” added Bernard. “Ericom Connect was selected because it far exceeded other technologies with respect to setup and deployment, management, and user experience.”

## The Impact

Today Ericom Connect supports nearly 100 employees across dozens of locations. Since deploying Ericom Connect, Construction Partners acknowledges considerable savings with respect to IT infrastructure without compromising performance.

Added Bernard, “Ericom Connect is a robust access platform that is very simple to deploy. Furthermore, spinning up a new server takes about 20 minutes compared to five hours with the previous solution, something my IT team appreciates as they can focus on other more time-sensitive projects.”

As the company continues to grow, utilizing Ericom Connect will enable Construction Partners to rapidly onboard remote users across geographically-dispersed job sites, all from a single, unified management console.

“Ericom Connect is extremely easy to deploy and use,” added Bernard. “I highly recommend it to organizations that need to support remote workers and provide browser-based access to an array of applications without sacrificing security and performance.”

As a premier civil infrastructure company in the south, Construction Partners is leveraging the most advanced technology to pave the way for its customers and company.

## About Ericom Software [www.ericom.com](http://www.ericom.com)

Ericom Software provides businesses with secure access to the web and corporate applications, in the cloud and on-premises, from any device or location. Leveraging innovative isolation capabilities and multiple secure access technologies, Ericom’s solutions ensure that devices and applications are protected from cybersecurity threats, and users can connect to only the specific resources they are authorized to access. © 2020 Ericom Software. Ericom and the Ericom logo are trademarks of Ericom Software. All other trademarks used in this document are the property of their respective owners.

Americas:  
T +1 (201)767-2210  
E-mail: [info@ericom.com](mailto:info@ericom.com)

UK & Western Europe:  
T +44 (0)1905 777970  
E-mail: [ukinfo@ericom.com](mailto:ukinfo@ericom.com)

Worldwide:  
T +972-2-591-1700  
E-mail: [info@ericom.com](mailto:info@ericom.com)

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