Construction WIP Management – CFO Executive Edition

Primary Persona: Chief Financial Officer / Controller

Focus: Margin Protection, Revenue Recognition, Cash Flow, Bonding Capacity

Sales Stage: Executive Discovery / Financial Review

What CFOs Commonly Experience

- WIP reports are backward-looking instead of predictive.
- Revenue recognition adjustments occur late in the close cycle.
- Margin fade appears after it is too late to correct.
- Bonding conversations require manual report preparation.
- Cash flow projections don't align with project performance.
- Cost-to-complete estimates rely heavily on spreadsheets.

How Modern ERP Strengthens Financial Control

An integrated construction ERP platform connects job cost, commitments, change orders, payroll, and financials in real time. This ensures percent-complete calculations and revenue recognition are grounded in operational data—not month-end adjustments. CFOs gain forward-looking visibility into margin performance, backlog quality, and cash requirements.

Financial Capabilities That Matter to CFOs

- Real-time WIP schedule generation
- Automated percent-complete revenue recognition
- Projected vs. actual margin reporting by project

- Commitment tracking with subcontract exposure visibility
- Change order impact analysis before margin erosion occurs
- Cash flow forecasting tied directly to project timelines
- Executive dashboards for bonding and banking discussions

Financial Risks Reduced

- Unexpected margin compression
- Revenue misstatement exposure
- Bonding capacity limitations
- Working capital strain
- Delayed corrective action on underperforming projects

Implementation Approach

Phase 1 typically establishes clean cost structures, reliable cost-to-complete methodology, standardized WIP reporting, and revenue recognition discipline. Advanced forecasting, executive dashboards, and automation are layered in once financial control is stabilized. The objective is clarity first—complexity second.