





Ledcor Construction

Portland, OR



Ledcor Group of Companies is an employee-owned, diversified, and vertically-integrated construction company operating primarily in Canada and the U.S. It operates in a wide range of industries, including the construction of buildings and civil infrastructure, technical services, forestry, mining, property development and management, transportation, marine operations, and several energy projects.



Customer Needs	Approach	Key Success Factors	 Onsite – 4
<ul style="list-style-type: none"> • Improve tracking of opportunities and client/partner relationships • Measure business performance 	<ul style="list-style-type: none"> • Implemented Oracle CRM On Demand (1st Generation Cloud) 	<ul style="list-style-type: none"> • Unified the process for opportunity and bid management/collaboration • Improved pipeline visibility • Informed decision making with analytics 	 Vancouver, BC, Canada
<ul style="list-style-type: none"> • Enhance cross-division collaboration • Build comprehensive project history library 	<ul style="list-style-type: none"> • Integrated Oracle CRM On Demand with Microsoft SharePoint 	<ul style="list-style-type: none"> • Opportunity, bids, and project tracking, with calendar and activity tracking • Business insight through extensive analytics 	 Completed
			 <ul style="list-style-type: none"> • Oracle CRM On Demand • Microsoft SharePoint Integration