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Progress Helps Global Construction Solutions Company COINS Build Data Profitability

BEDFORD, Mass.--(BUSINESS WIRE)-- [Progress](#) (NASDAQ: PRGS) today announced that Construction Industry Solutions (COINS), the leader in global construction software, is improving its customers' profitability by rapidly and easily connecting raw information with third party BI applications using the data integration capabilities of the Progress® platform.

COINS, the market leader in enterprise software solutions for the construction industry, utilized the platform's high-performance [Progress DataDirect® software](#) to automatically and transparently enable data to be queried, without the need for significant SQL coding.

Following industry best practices, COINS stores raw data in a form that is optimized for transaction processing. Progress played a crucial role in connecting that varied construction data with COINS and third party analytics tools to answer the customers' complex questions.

The semantic layer enabled by the Progress platform makes data available to business intelligence (BI) tools or any other application that a company may want to use. With this approach, COINS is able to be a consistently appealing partner for construction industry clients by:

- ▮ Enabling in-depth, flexible BI at a lower cost
- ▮ Allowing the fast, reliable standards-based integration of any data set with whichever BI or reporting tool is preferred

Quotes:

Tim Armitage, technical director at COINS, said, "Success in the construction business is dependent on mastering information. Ensuring complicated and varied construction projects are profitable as well as safe requires a company to have an absolutely crystal clear view of its data. With the Progress DataDirect product, we enable our clients to use their choice of business intelligence tool to view, explore and analyze their financial and commercial data - allowing them to spot trends and patterns and maximize profitability."

Mark Armstrong, vice president and managing director, EMEA at Progress, said, "Measure twice, cut once. It's an old adage but it's as true as ever. In the highly competitive construction industry, companies cannot afford to make a wrong decision. Measuring the right data at key points in the building process is the difference between success and failure."

Further information:

[Read the Full Case Study](#)

[Progress Corporate Blog](#)

[Progress DataDirect Blog](#)

[Progress Customer Stories](#)

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Follow Progress DataDirect on [Twitter](#), [Facebook](#), [LinkedIn](#) and [Google+](#)

About COINS

Construction Industry Solutions (COINS) provides business systems and services to the construction, engineering, home building and service sectors. A growing and increasingly global business, COINS supports users in over 40 countries from its headquarters in the United Kingdom and offices in the United States, Ireland, Australia, United Arab Emirates, Hong Kong, Malaysia, and Singapore. COINS offers its clients a blend of consultancy, construction software solutions and services that deliver measurable solutions - helping them to reduce costs, increase margin and improve client experience. It

successfully partners with major organisations within the construction and service sectors in core business processes: winning and performing work, managing cash flow, enhancing customer relationships, maximising job profitability, improving employee performance and eliminating inefficient processes. COINS can be reached at www.coins-global.com or +44 (0) 1753 501000.

About Progress Software Corporation

[Progress Software Corporation](http://www.progress.com) (NASDAQ: PRGS) is a global software company that simplifies the development, deployment and management of business applications on-premise or in the cloud, on any platform or device, to any data source, with enhanced performance, minimal IT complexity and low total cost of ownership. Progress Software can be reached at www.progress.com or 1-781-280-4000.

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