



**MAPP®**

# From Frustration to Flexibility: Charting a Course to a Seamless Integration

## The Challenge

MAPP, a leading general contractor based in Baton Rouge, LA, that has been serving clients in the healthcare, restaurant, retail, and sports sectors, among others, for more than 30 years was experiencing rapid growth and sought to enhance its operational efficiency by adopting the latest business management technology. As a company deeply invested in using advanced solutions such as 360-degree cameras and drones, MAPP wanted to apply the same modern approach to its financial processes.

However, the company struggled with their existing Procore and Viewpoint Vista integration as it was unable to meet the organization's complex workflow and business process requirements. Michael Polito, MAPP's Founder and CEO, and Corbett Nichter, the company's President, are firm believers in the ability of technology to help the company operate most efficiently and were eager to improve upon MAPP's initial integration.

Specifically, MAPP's initial attempts at integrating Procore financials created numerous challenges, particularly in handling key processes like sales tax calculations, management of purchase orders and change orders, and budget development. These inefficiencies delayed billing and frustrated the team, leading MAPP to seek out a more flexible, user-friendly alternative.

According to Clayton Samson, MAPP's Director of Technology, "The straw that broke the camel's back was the inability of the previous integration to compute sales taxes on purchase orders despite repeated efforts with the software providers to customize that feature for us."

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— **Clayton Samson**  
Director of Technology

## The Solution

MAPP found the solution to its problems through an introduction to Morpheus. Their platform, known for its highly customizable integrations, provided MAPP with the flexibility and control over its business processes to a degree that their existing platform could not. The Morpheus integration was designed to automate workflows, reduce manual errors, and streamline financial operations.

“I’m always excited about a system that can save somebody time or make data more accurate or more reportable or allow a user to exist in one system instead of two,” says Samson, “I believe systems should fit our processes, and we weren’t getting that with our previous integration, which told us how to do our job rather than adapt to our processes and needs like the Morpheus integration does. Morpheus has given us the key to control our own destiny without having to change our business processes.”

### Key features of the Morpheus-led integration include:

- Synchronization between Procore and Vista without gatekeepers, enabling real-time, accurate data management.
- Customizable features that address the specific needs of MAPP’s financial processes, such as sales tax handling on purchase orders.
- Automation of internal budget changes and contract management, reducing the time required for approvals and accelerating document turnaround time.

*“As a fast-growing general contractor, the integration enables instant, seamless data flow between our project management and accounting systems. This lets each team member work in the platform best suited to their role—maximizing efficiency without compromising data quality or accessibility. Morpheus has also significantly streamlined our new hire onboarding process!”*

— **Clayton Samson** Director of Technology

## The Benefits

### By implementing the Morpheus integration, MAPP experienced several transformative benefits:

- **Efficiency Gains.** Internal budget changes and subcontractor management are exponentially faster. Documents like subcontracts are processed and approved much quicker, which alleviates bottlenecks.
- **Empowered Teams.** The integration expanded the role of business unit leaders and project executives, allowing them to perform reviews previously handled by the Accounting Department. This decentralized approach reduces dependency on a single team and empowers users to take ownership of their work.
- **Faster Project Execution.** The ability to integrate budgets and owner schedules from Vista directly into Procore reduces data entry times, allowing project managers to focus on higher-value tasks.
- **Visibility.** Superintendents, who previously had no access to financial data in Vista, can now see budget information in Procore, providing greater transparency that helps teams make informed decisions faster.

## Best Practices

MAPP's successful integration was driven by an innovative process and a pair of forward-thinking initiatives. They are:

- **Collaborative Design.** The integration was devised through collaboration among MAPP's accounting team, project executives, the IT department, and Morpheus. This critical step ensured that the solution addressed both operational and financial requirements.
- **Implementation Partnership.** MAPP collaborated extensively with Morpheus during the implementation, engaging in deep-dive workshops and refining integration configurations. The teams maintained continual communication, ensuring seamless execution and alignment from kick-off to launch.
- **Pilot Programs.** MAPP used a phased rollout, initially implementing the solution on a small number of projects before expanding it company-wide. This approach allowed the team to refine processes and address any issues before full deployment.

## What's Next?

Looking to the future, MAPP plans to expand its work with Morpheus to integrate additional systems, such as BuildOps, the company's maintenance project management software. MAPP's successful experience with Morpheus has opened the eyes of Samson and his colleagues to new possibilities for automating and enhancing other aspects of their operations. As MAPP grows and its technology stack evolves, the company will continue to prioritize solutions that enable flexibility, streamline workflows, and empower its teams.

**By partnering with Morpheus, MAPP has both solved its immediate integration challenges and positioned itself as an industry leader by leveraging technology to drive efficiency.**

## WHY MORPHEUS?



**FULLY  
AUTOMATED**



**COMPLETE  
CONTROL**



**ENDLESSLY  
CONFIGURABLE**