



TOFEL DENT CONSTRUCTION

Building Efficiency and Trust Through Simplified Subcontractor Billing

For nearly 40 years, TOFEL Dent Construction has built a reputation for delivering high-quality commercial projects across the Southwest. Headquartered in Tucson, Arizona, the family-owned general contractor has grown to more than 75 employees and manages complex builds ranging from \$30 million to \$80 million across Arizona, California, and New Mexico.

With up to 15 active projects or more at a time and approximately 450 subcontractors across its network, TOFEL Dent's continued growth introduced new operational challenges, especially in billing. For Leah Mein, Senior Contracts Manager, maintaining financial control while supporting that growth is central to her role. "When you're operating at this volume," she says, "the process has to be consistent. It has to be accurate. And it has to work every single time."

When Spreadsheets Became a Liability

Before GCPay, subcontractor billing relied heavily on Excel pay applications. While functional, the process was time-consuming, error-prone, and difficult to scale.

Each billing cycle required formula checks, version tracking, and reconciliation between project managers and accounting. Lien waivers and compliance documents were tracked separately. Small mistakes multiplied quickly.

"When you're processing hundreds of pay applications a month, small inefficiencies add up fast," Leah explains. "We were spending too much time managing spreadsheets instead of focusing on oversight."

Manual processes weren't just slow; they increased financial exposure. Overbilling, mismatched entries, and reconciliation errors became real risks as project sizes and subcontractor counts grew.

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Integration That Finally Made Billing Seamless

Integration with Viewpoint Vista was the key to solving the problem. "With the volume we handle, integration was the driving factor," Leah says. "Once a pay application is approved in GCPay, the data flows directly into Vista. Everyone is working from the same numbers."

GCPay brought structure, automation, and built-in safeguards, eliminating formula errors and reducing reconciliation headaches. Instead of manually reviewing spreadsheets, the team gained a standardized process that supports both project operations and accounting oversight.

As TOFEL Dent continued expanding, billing scaled with them – without adding headcount.

Reconciliation That Just Works

Leah's experience as a subcontractor gave her a unique perspective on what makes billing effective.

"At first, I was skeptical of cloud-based systems," she admits. "But GCPay turned out to be easier than Excel. Everything calculated automatically, and the numbers matched."

Now, hundreds of pay applications a month reconcile instantly. "It really becomes a bridge between the GC and the subcontractor," Leah says. "There's transparency on both sides."

Compliance Without the Headache

Accuracy is only half the story. Record retention and compliance are equally critical.

Across 15 active projects or more, TOFEL Dent collects thousands of lien waivers annually. Managing them manually created both strain and risk. "Having every lien waiver and compliance document organized within the billing workflow is a game changer," Leah explains. "It strengthens internal control and ensures we're always audit-ready."

Cloud access allows teams to review and approve billing from anywhere – office, job site, or on the go.



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Subcontractors Appreciate the Clarity Too

Leah understands firsthand how unclear billing can frustrate subcontractors.

“There’s no added cost to subs, and once they try it, they see how much faster it is,” she says. “Even the hesitant ones come on board quickly.”

Standardized workflows eliminate guesswork, reduce errors, and create predictability — critical when managing hundreds of trade partners across multiple states.

“Everyone knows where things stand,” Leah adds. “It builds transparency, strengthens trust, and keeps relationships running smoothly.”

Scaling Growth Without Adding Complexity

Billing is no longer a bottleneck at TOFEL Dent — it’s a streamlined, efficient process that enables growth.

Integrating GCPay with Viewpoint Vista has reduced manual work, tightened financial controls, ensured compliance, and minimized reconciliation risk — all while handling hundreds of subcontractor pay applications across their active projects.

“I joke that GCPay is the iPhone of construction billing,” Leah says. “Intuitive, streamlined, and it just works.”

With centralized documentation, aligned accounting and project teams, and transparent workflows, TOFEL Dent can confidently manage projects without adding administrative overhead.

This level of operational clarity protects both margins and reputation, giving the company the freedom to grow with confidence.

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