

E-book

10 Reasons Home Builders Choose Sage

Sage



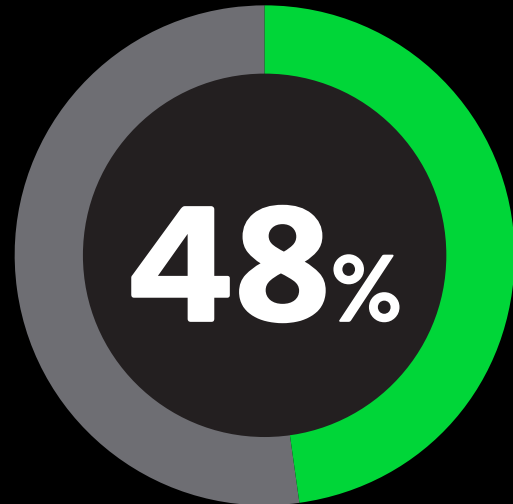
As a home builder

you know first-hand how demanding and nuanced the construction industry can be. You also know that the right software can make all the difference in your productivity and business growth — and making a switch is a big decision.

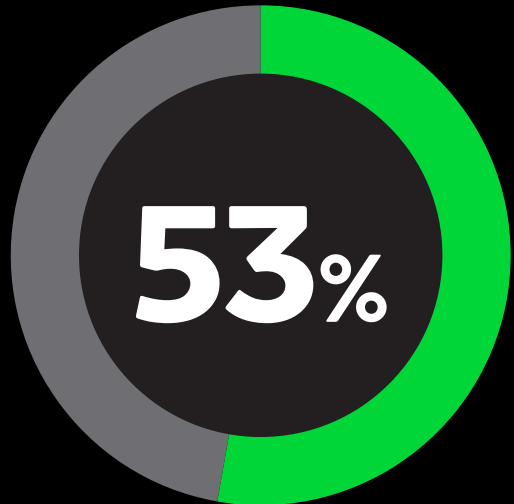
If you're considering a move to new software, choosing a vendor who knows construction and has a rock-solid track record of supporting home builders is key. Read on to learn why builders trust and choose Sage.

1. Over fifty years of trust and innovation as a leader in construction technology

Going back to the days of Timberline, Sage has more than 50 years of construction experience and is the #1 provider of accounting and estimating solutions in the industry. In fact, more than 50,000 construction businesses trust Sage with their preconstruction, finance, and operations software needs.



48% of the ENR Top 400 contractors use Sage



53% of the BD&C Giants Top 115 contractor firms use Sage

More than **50,000** construction companies rely on Sage



Sage offers the broadest end-to-end native cloud solution built specifically for construction. Year after year, Sage is recognized as a leader in construction technology — but don't just take our word for it:



Sage Intacct is the first and only preferred provider of the AICPA



Sage Intacct is a Leader in the new IDC MarketScape: Worldwide SaaS and Cloud-Enabled Midmarket Finance and Accounting Software Vendor Assessment



Sage Intacct Construction is one of Constructech's top products for 2023

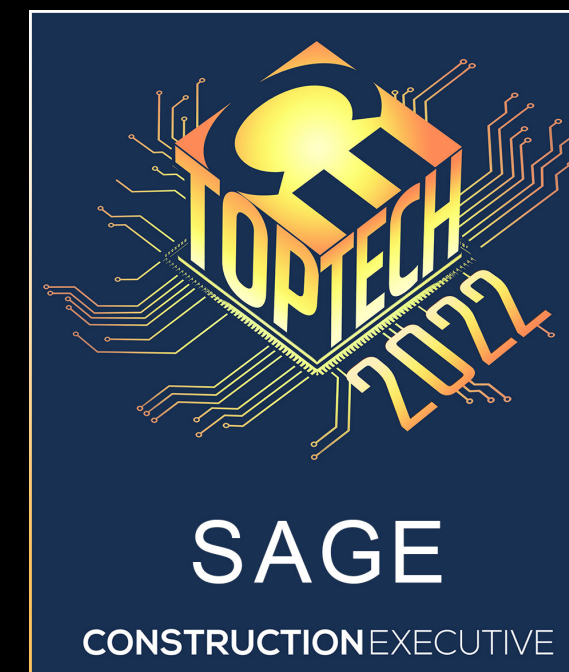


#1 Project-based ERP Software, G2, Winter 2023

Easiest to use Project-based ERP, G2, Winter 2023



Top-Rated ERP Systems, Trust Radius, 2022



Sage is one of Construction Executive's top technology firms

2. Complete solutions to conquer your biggest business challenges

We offer software that solves your toughest challenges throughout every phase of your builds, from preconstruction to closeout and everything in between.



Preconstruction



Construction Management



Financial Management

These solutions have helped builders save hundreds of hours, avoid error-prone work, improve communication with teams and clients, make informed decisions with real-time data, and more.

Our core products for home builders are available as custom packages or a la carte depending on your business needs. No matter what, we'll help build a solution that's right for you.

3. Powerful preconstruction tools to streamline planning and win more clients.

Whether you're tracking new opportunities, putting together detailed estimates, or ramping up for construction, our comprehensive preconstruction solutions arm you with what you need to get things off the ground.

- Stay on top of potential clients with customizable dashboards that allow you to track lead status, history, and activity, ensuring that no opportunity falls through the cracks.
- Simplify leads and bid management with the ability to view, organize, and track leads, and manage the entire bid process in one system.
- Easily create detailed and accurate estimates that reflect your clients' desires and budget constraints. This not only enhances client satisfaction but also helps maintain your profitability.

4. Unrivaled financial management

Sage Intacct Construction, our cloud accounting software, is designed to take the pain and inefficiency out of financial management.

Gain real-time visibility into your project's financial health. From preconstruction to project completion, you can manage budgets, track costs — including labor, materials, equipment, subcontracts — and forecast with confidence.

As the first and only accounting solution preferred by the American Institute of Certified Public Accountants (AICPA), it's no surprise that the industry considers Sage the #1 provider of construction finance management software.



- Eliminate manual workflows with automated tools that reduce errors, enhance profitability, and give you real-time insights into your projects' financial health.
- Track every dollar with precision using comprehensive job costing capabilities. Our dimensional general ledger allows you to capture and analyze financial data by project, sub-job, or cost category, always giving you a clear picture of your financial position.
- Manage client expectations and reduce the impact of changes with powerful tools for budgeting, allowances, and change order management.

“Sage Intacct Construction streamlines processes so with the time you gain back, you can actually understand the data and make fact-based decisions, which is the most important aspect.”

–Angelia Ryan, chief financial officer, Airo Mechanical



5. Effortless client collaboration



With Sage, home builders can manage client allowances with ease, tracking every upgrade, option, and budget impact in real-time. Through the Team Link Portal, clients and project teams have direct access to selection choices and budget updates, enabling seamless collaboration.

This transparency ensures that your clients have full confidence in the process, while you maintain control over project budgets and timelines.

- Keep every client choice, allowance, and upgrade organized and up to date.
- Clients can view selection options, track budget implications, and make decisions directly through the Team Link Portal.
- Keep all project stakeholders on the same page with a single portal for updates, documents, and real-time project insights.
- Maintain oversight of project finances and deadlines, even as client choices evolve.

6. End-to-end construction management

Sage Construction Management allows builders to control every aspect of their projects from a single, intuitive platform. Track leads and estimates, exceed your clients' expectations, reduce risk, and maximize profits.

Built for collaboration and mobility, you can make quick and informed decisions with real-time project information, access the platform anytime and from any device, and keep project teams working in sync.



- Capture, track, and manage all leads in one place, ensuring no opportunities fall through the cracks and helping your team follow up effectively.
- Manage subcontractor schedules, coordinate deliveries, and keep projects on-time and on-budget with the ability to assign tasks and set notifications so your teams stay aligned.
- Use powerful tools to handle change orders, update budgets, and adjust schedules seamlessly, reducing the impact of scope creep and ensuring projects stay on track.

“With Sage Construction Management we don’t waste time on double data entry or worry about information silos. Everyone knows where to find something and can trust that they’re relying on the most up-to-date information.”

–Chris Donatelli, president, Donatelli Builders



7. Proven track-record helping firms grow profitably

Embraced by construction businesses of all sizes and specialties, more than 50,000 customers rely on Sage for trusted and innovative solutions. Here's how home builder Donatelli Builders leverages Sage Construction Management to deliver a world-class experience to their luxury clients.



Challenge

Donatelli Builders is constantly looking to streamline their processes, and values having one centralized solution for their project management needs that eliminates redundant work, simplifies estimating, and prioritizes collaboration.



Search

Donatelli found Sage Construction Management, an all-in-one cloud platform built to handle preconstruction, project management, and financials for construction companies big and small.



Results

- **Eliminates double data entry and information silos:** Consolidates project data in one place, reducing errors and saving time.
- **Enhances team collaboration across projects:** Improves communication and coordination among project teams and stakeholders.
- **Simplifies estimating with flexible, reusable templates:** Build estimates from scratch, imported spreadsheets, or previous projects for efficiency and accuracy.

“Sage has so many different levels of data that you can pull from. Even if it is something that you don’t need now, it sets you up for potential growth.”

— Morgan Schweitzer, controller, Lunar Companies



8. Built for the cloud and constantly innovating

Sage has over 20 years of experience as an early innovator in cloud financials. Our construction-specific solutions were born in the cloud and continue to lead the industry with cutting-edge technology such as artificial intelligence and machine learning.

While other vendors talk about the future of AI on their roadmap, we're leading the charge and already delivering.



- Digital connections and open APIs provide flexibility for construction companies that rely on a wide range of systems to run their business.
- Our multi-tenant true cloud foundation means you'll never have to worry about being on the latest version of our software or deal with complicated and expensive upgrades.
- We have the key framework in place that allows artificial intelligence and machine learning to provide speed, accuracy, and insights — taking your business and team capabilities to the next level.

9. The power of choice and flexibility

Your business has unique needs, and we know that software isn't one size fits all. That's why we offer our products available as custom packages or a la carte depending on your requirements.

And while Sage offers the most complete solution on the market, we're committed to being an open platform and continuing to grow our ecosystem of partner solutions — like QuickBooks, TimberScan, Procore, and others — that seamlessly integrate with Sage products.

Our priority is to provide you with the power of choice — the simplicity to choose Sage's all-in-one construction solution, and the flexibility to select the right mix of integrated products that make sense for your business.



10. The largest partner network in the industry

We get it – taking the leap to invest in new software can feel overwhelming. Having a partner that understands how you do business is key to ensuring your success. We're proud to have built the largest and most experienced partner network in the construction industry, which means you'll have experts by your side during your software transition who have worked with home builders just like you.

What makes our partners exceptional is their commitment to going beyond implementation – helping you meet your goals, sharing best practices, and accelerating your growth.



“This was the sixth or seventh accounting software implementation I’ve been through. The team at our Sage partner was the best I’ve ever worked with.”

—Morgan Schweitzer, controller, Lunar Companies

Closing

Home builders choose and trust Sage because of our leadership in construction technology for over 50 years, our comprehensive set of software solutions that solve builders' toughest problems, and our commitment to constant innovation. Coupled with our partner network, customers see impactful results and can trust that they're set-up for long term growth and success.

Join over 50,000 construction companies who trust and rely on Sage.





sagecre.com
877-437-7765



Sage

©2024 The Sage Group plc or its licensors. All rights reserved. Sage, Sage logos, and Sage product and service names mentioned herein are the trademarks of Sage Global Services Limited or its licensors. All other trademarks are the property of their respective owners.