

E-book

10 Reasons Specialty Contractors Choose Sage

Sage



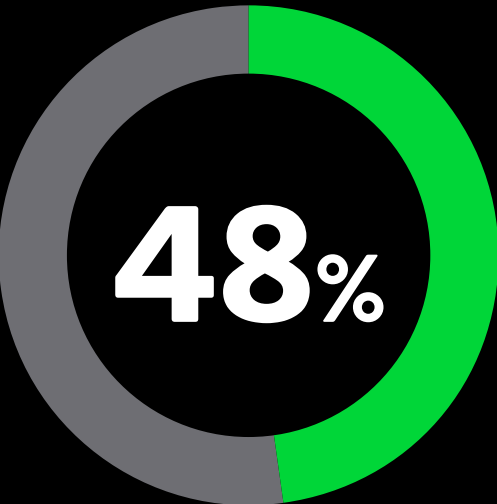
As a specialty contractor

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.

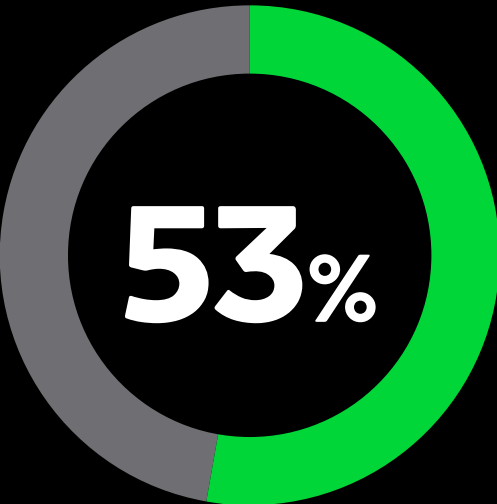
If you're considering a move to new software, choosing a vendor who knows construction and has a rock-solid track record of supporting specialty contractors is key. Read on to learn why specialty contractors trust and choose Sage for Construction.

1. Trust and innovation for over fifty years 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

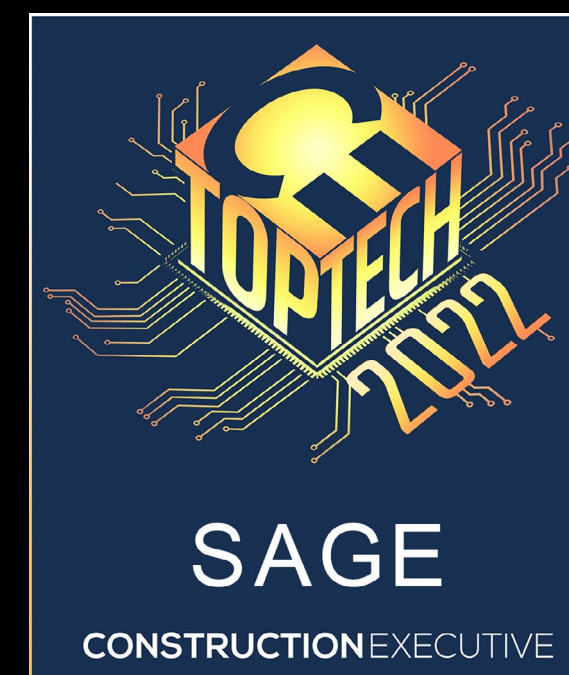


#1 Project-based ERP Software, G2, Winter 2023

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. Built for specialty contractors

Specialty contractors are a large and vital part of the industry. You have unique needs and operate with complex workflows during all phases of construction. Plus, if you're a service-based contractor, you also have distinct service and maintenance operations needs.

At Sage, we've dedicated decades to understanding these nuances and offer solutions for every aspect of your business — managing estimates, budgets, daily logs for construction projects, job costing, asset management, preventative maintenance, and more.

No matter your niche, we've got the right solution for your business. These are just some of the many specialty contractors we serve:

MEP
HVAC
Drywall
Roofing
Concrete
Refrigeration
Fire suppression

3. Complete solutions to conquer your biggest business challenges

For specialty contractors, we offer three core products that increase productivity and profitability:



Sage Intacct Construction

Financial management software



Sage Construction Management

Construction management software



Sage Field Operations

Service and maintenance software for service-based contractors

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

Our core products for specialty contractors 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.

4. Sage Construction Financials

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

Gain total visibility into the financial health of your projects and business with customizable reporting features, multi-entity consolidation, a dimensional general ledger, comprehensive job costing, automated revenue recognition, and so much more.

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.



- Streamline billing data from work orders, time and expense, and other job costs so you can easily submit invoices to the GC or bill customers for maintenance contracts.
- Connect purchase orders, work orders, time and materials, jobs, and the general ledger to accurately invoice — increasing cash flow and providing greater financial flexibility.
- Get a 360-degree view of your construction and service operations finances for more comprehensive forecasts.
- Create role-based dashboards so that each employee has access to relevant information they need to make key decisions for their role, quickly and efficiently.

“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. Sage Construction Management

Sage Construction Management allows project managers to control all project operations from a single, intuitive platform. Track leads and estimates, deliver projects on time and on budget, 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.



- Manage leads, estimates, drawings and specs, change orders, schedules, and more, all in one place.
- Access real-time project data and generate actual and anticipated cost reports so you can make financially sound decisions, mitigate risk, and protect profitability.
- Create detailed and customizable reports showing labor, materials, work-in-progress, and more.
- Easily and securely share project information and resources with external team members.

“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



6. Sage Field Operations



Sage Field Operations is designed for specialty contractors with service technicians, including HVAC, electrical, plumbing, mechanical, refrigeration, fire protection, security/alarm, and many others.

With Sage Field Operations, you can provide field service teams with critical site details they need to improve productivity and deliver excellent customer service. Plus, you gain visibility into which business areas are most profitable with sophisticated business intelligence features.

- Give field crews the ability to access inventory, enter daily logs and notes, and create work orders, all while on-site to reduce risk and ensure timely project delivery.
- Set up and manage service contracts after project completion, turning maintenance agreements into a dependable revenue stream.
- Increase profitability by building estimates and work orders using precise costs for materials, and forecasting revenue and labor requirements months in advance based on dependable data and historical trends.
- Reduce risk with access to real-time metrics such as average repair time, technician utilization, and customer satisfaction.

“We keep technician profiles in the software so we know skillsets and specialties, which helps dispatch pick the right tech — plus, they can use the map function to see who is closest to minimize travel time.”

—Jamie Pascucci, operations manager, Airstron

Sage



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's trusted and innovative solutions. Here's how a Florida-based HVAC company, Airstron, used our financial and field operations solutions to support their growth.



Challenge

Airstron was growing throughout the Miami, Fort Lauderdale, and Tampa metropolitan areas. They used a manual dispatch system and paper service tickets, which started to become inefficient and unmanageable as they expanded.



Search

Airstron was already using Sage construction financials and were seeking a solution to complete more service calls, become more efficient, and improve their overall level of service. After careful evaluation, they chose Sage Field Operations.



Results

- **Boosted productivity:** Field technicians were now armed with critical information they needed, like access to maps and service information from their mobile devices.
- **Faster and more accurate billing:** Technicians were finally able to record time and parts used while in the field.
- **Better inventory management:** Sage Field Operations enabled Airstron to easily monitor and manage their parts inventories.
- **A single source of truth:** Using Sage financials coupled with Sage Field Operations, they were able to seamlessly integrate all their data.
- **Real-time updates:** Their office team received real-time updates from the field and could quickly update job costs, invoices, and other financial information, improving the company's cash flow.

“The combination of Sage Field Operations with our existing Sage financial management solution has transformed the way we work. We’re able to be more efficient at every step, we have more insight into the profitability of our service business, and we have greater visibility into every aspect of our operation.”

–Jamie Pascucci, operations manager, Airstron



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 companies 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

Specialty contractors choose and trust Sage because of our leadership in construction technology for over 50 years, our comprehensive set of software solutions that solve our customers' 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.





sage.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.