

Sage 300 Construction and Real Estate helps frame a successful future for Ecker Enterprises, Inc.



Customer

Ecker Enterprises, Inc.

Industry

Drywall and framing contractor

Location

Rosemont, Illinois

System

Sage 300 Construction and Real Estate
MyAssistant
Office Connector
Aatrix State and Fed Payroll Reports™

With more than 80 years of experience in the drywall and framing trades, Ecker Enterprises, Inc. has built a solid reputation for safety, quality, service, and innovation among its residential and commercial customers. Located in Illinois, the company is growing again as the construction market recovers from the downturn. Through both lean times and boom times, one business management solution helps Ecker Enterprises remain efficient and profitable. That solution is Sage 300 Construction and Real Estate (formerly Sage Timberline Office).

Two-year return on investment

When Nick Andreolas joined Ecker Enterprises as its chief financial officer, he quickly moved to implement Sage 300 Construction and Real Estate. "I had used Sage 300 in other positions, and know what a powerful tool it is," he says. "I knew that by incorporating the

software here at Ecker Enterprises, we could realize some big gains." Andreolas predicts a two-year return on investment with Sage 300 Construction and Real Estate. "We have seen immediate and significant benefits that far outweigh the cost," he says.

Lean and efficient

Like most construction companies, Ecker Enterprises felt the effects of the recent economic downturn, downsizing its operation to fit the market conditions. With a lean staff, it is imperative to have up-to-the-minute, decision-making information available to the team, and that the system be easy to operate and to maintain. Andreolas says Sage 300 excels on both counts. "We now have automated tools that notify staff of project conditions that might otherwise get overlooked. We are able to keep our operation competitive thanks to the efficiencies and intuitive operation of Sage 300 Construction and Real Estate."

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Nick Andreolas, CFO, Ecker Enterprises, Inc.

Challenge

Ecker Enterprises sought an efficient construction software solution to help it meet the challenges of a leaner, more competitive marketplace.

Solution

The company selected Sage 300 Construction and Real Estate, including the MyAssistant and Office Connector components, along with the integrated Aatrix State and Fed Payroll Reports™ software for its enterprise solution.

Results

Streamlined AIA billing saves time and increases accuracy. Automated alerts enable staff to be proactive. Robust reporting tools speed and simplify financial reporting. Payroll tax reporting cut from one day to one hour.

“The software has cut our state and federal tax reporting and filing from a full day down to one hour.”

Nick Andreolas, CFO, Ecker Enterprises, Inc.

Sage 300 is making a big difference in the functional areas of billing, accounts payable, purchasing, and payroll processing. “We have streamlined our workflow and dramatically decreased the processing time required for these tasks,” Andreolas says. “And using the integrated Aatrix State and Fed Payroll Reports™ software has cut our state and federal tax reporting and filing from a full day down to one hour.”

“Before Sage 300, we had to generate the progress invoices in Microsoft Excel®, and then enter the results into the accounting application,” says Andreolas. “With Sage 300, when we need to produce an AIA G703 form, we can handle it within the software—no manual data entry is required.”

Access to decision-making information

A far-reaching benefit of the switch to Sage 300 is the ready access to real-time information, and the ability to readily share that information with everyone who needs it.

Sage 300 Construction and Real Estate MyAssistant, an alert, report generation, and document distribution tool, provides automated notifications and data access. Andreolas has set up dozens of alerts within MyAssistant to notify him and other team members of conditions that warrant attention. “For example, I have an alert that reminds me seven days before a particular contract is due to be billed. I notify the project managers of the same condition so that they can be sure to update the progress reports before billing,” he explains. “MyAssistant also will send me an alert when a general ledger account doesn’t balance so that I can troubleshoot the problem.”

Other alerts notify Andreolas of staff birthdays, or when a new project has been set up. The application also is used

to distribute direct deposit vouchers to employees by email. “It’s a huge time saver for us,” notes Andreolas. “No printing, envelope stuffing, or distribution.”

Dynamic reporting tools

As CFO, Andreolas depends on accurate financial data and comprehensive reports. Many of the reports he requires come standard with Sage 300. However, when a more specialized or complex report is required, Andreolas turns to Sage 300 Construction and Real Estate Office Connector. “It is very quick and easy to exchange data between Sage 300 and Excel, and I can refresh that data on demand. There is no need to download and reformat the data. I use it primarily to create a real-time profit and loss statement based on WIP schedule, and to simplify complicated cash flow projections.”

Ecker Enterprises is well on its way to a full return on investment. “Sage 300 Construction and Real Estate was an excellent decision for us,” Andreolas concludes.

About Sage Construction and Real Estate Solutions

With more than 40 years of industry experience, Sage keeps projects moving with the most job-ready and people-connected solutions for construction and real estate. Its 40,000 customers use Sage to manage more than 400,000 jobs, 5.7 million subcontracts, and 622,000 rental units each year. To learn how Sage can help your organization, visit www.sagecre.com, call 1-800-628-6583 or contact a Sage Business Partner.

Sage
6561 Irvine Center Drive
Irvine, CA 92618-2301
866-996-7243

NA.Sage.com