




Sage 300 Construction and Real Estate

Formerly Sage Timberline Office





“We asked around, and one name kept coming up:
Sage 300 Construction and Real Estate.
They understand our industry. When you have
been doing something for as long as Sage has,
you get good at it.”

Dennis Donovan, president
Tercera Construction

Sage is the right choice

Here's the proof.


- **Most widely used software for construction job costing, payroll, estimating, and project management.**
- **Trusted by more than 50,000 customers and 59% of the ENR Top 400 contractors.**
- **Over 40 years of construction know-how built in.**
- **Experienced local partners get you up and running quickly.**
- **Backed by world-class customer support you can count on.**

At the forefront for over 40 years

Running a better business starts with running better software. You've worked hard to get your company where it is today. While investing in new software technology can help you get to the next level, it's not a decision you're about to make lightly. We understand. Fortunately, choosing a new system doesn't have to come down to sprinting ahead, planting your foot, and pushing off into the unknown.

Sage 300 Construction and Real Estate (formerly Sage Timberline Office) is the software you can trust because it's trusted by more construction firms for accounting, estimating, project management, payroll, and job costing than any other construction management solution.

With more than 40 years of industry know how built right in, Sage 300 is the software by which all others in the construction and real estate industries are judged. Instead of taking a leap of faith with a less proven solution, take a leap of confidence with the industry leader: Sage 300 Construction and Real Estate.



“Accurate forecasting with Sage 300 Construction and Real Estate has really improved our cash flow. I can compare work done against the budget and allocate variances. Project managers can prepare projections in an afternoon instead of two or three days.”

Bob Scott, controller
Thor Construction

Business without blind spots

Our integrated approach is often imitated but never duplicated. Sage 300 Construction helps construction and real estate businesses run better. It does so by providing total integration through—and insight into—all levels of your organization.

Instead of projects, processes, and workflows getting bogged down by various bottlenecks, information is entered once and flows throughout the system. You'll have immediate access to the critical information you need to make informed decisions with the Executive Dashboard. Plus you'll be able to proactively distribute critical information to those who need it, when they need it most.

By eliminating redundant tasks and data entry, improving collaboration, and providing single-source access to all your vital business data, Sage 300 Construction makes the wheels of your business spin faster.

Connected

Sage 300 Construction pulls your business together, connecting all aspects of financial management, project management, and day-to-day operations. This connectivity drives business efficiency. What's more, Sage 300 Construction also keeps mobile and field personnel in synch by providing access through smart phones and tablets.

Collaborative

This isn't just about aligning your business to a single software system. It's about creating uninterrupted workflow across all stages of a construction project or property management process. Sage 300 Construction supports the natural workflow of your business and provides the capabilities you need to establish a collaborative environment—with all of your team members working efficiently toward the same goal.

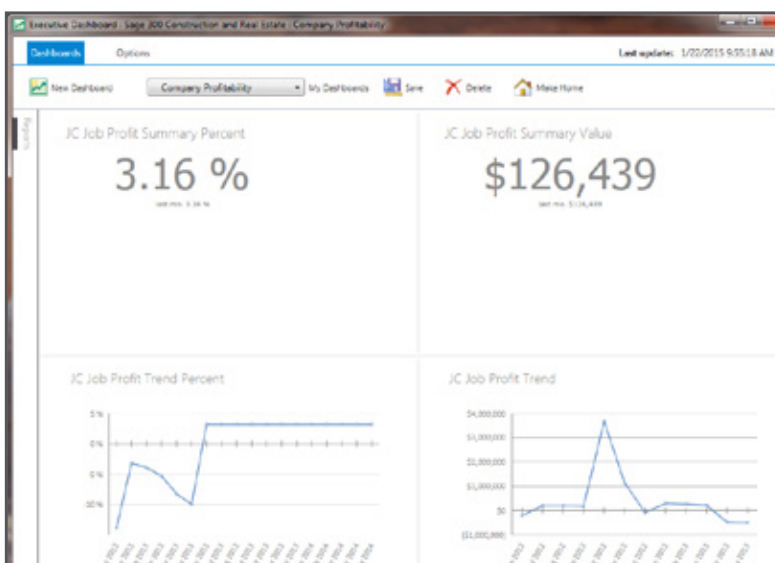


Customizable

Make Sage 300 Construction your own by configuring it to fit your unique needs. You choose which applications you want and build a solution that's the right fit. This way you're not stuck paying for software you won't use. Plus users have the ability to customize screens, data fields, inquires, reports, workflows, toolbars, and more—or use familiar Excel-based reporting tools—dramatically improving personal productivity.

Proactive

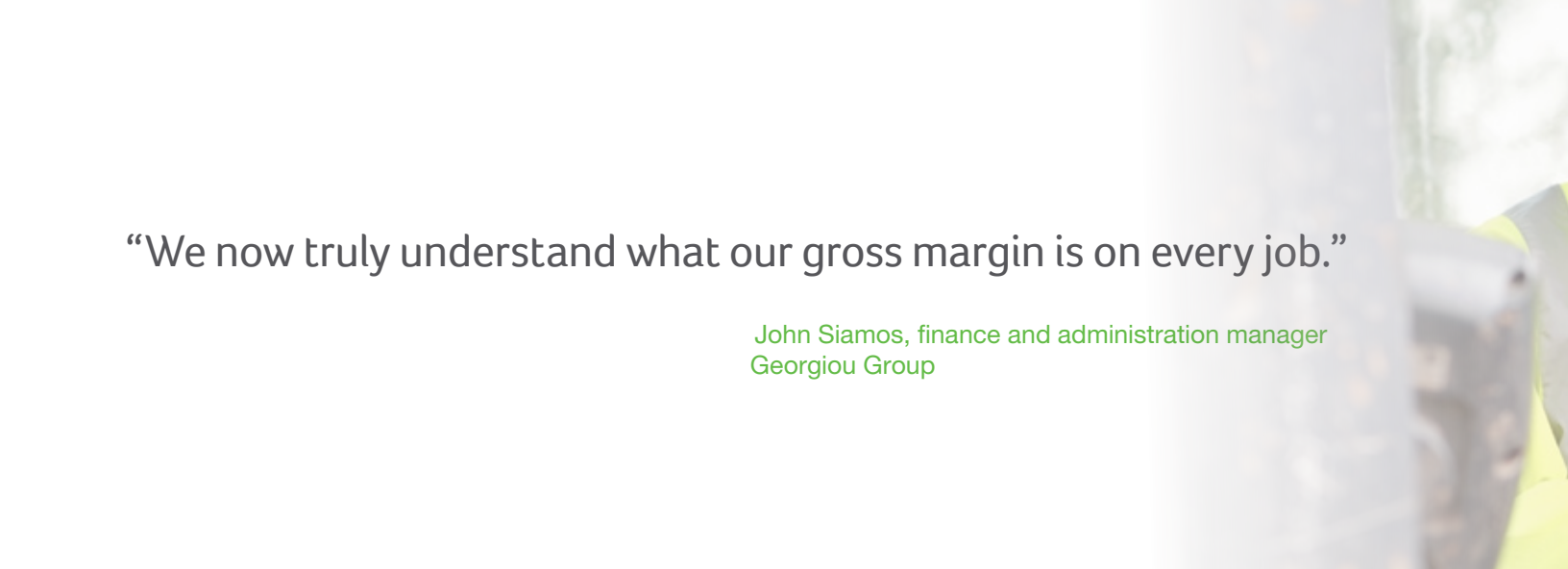
Easily stay in the loop with a system that proactively monitors key performance indicators and delivers instant alerts about issues requiring attention. You'll also get the supporting information you need to take action, helping monitor and manage all phases of a project or property.



Five ways Sage 300 Construction helps you run a better business.

- Enables rich, crossfunctional reports and forecasts that enhance decision making.
- Streamlines workflow by removing bottlenecks and breaking down barriers between organizational departments.
- Minimizes liability in the field and confidently manages vendor and subcontractor compliance.
- Empowers executives with instant snapshots into the health and profitability of the business.
- Improves accountability and efficiency at every level of the organization.

◀ **Use the Sage 300 Construction and Real Estate Executive Dashboard** to drive the decision making process and deliver the right information to the right people at the right time.



“We now truly understand what our gross margin is on every job.”

John Siamos, finance and administration manager
Georgiou Group

Your finances in focus

Accounting is not just about crunching numbers. It's about watching over your company's financial health and making savvy decisions based on sound insight. With Sage 300 Construction Accounts Payable, Accounts Receivable, General Ledger, and Job Cost serving as the backbone of an integrated financial and operations management solution, Sage 300 Construction puts all your business and project metrics in sharp focus so you can maximize profitability. Built-in and customizable reports give you the insight you need to make timely, well-informed decisions. Get the big picture. Drill down to the details. All at a moment's notice. It's a level of insight and information access you'd expect from the industry leader.

Control costs

Accounts Payable puts you in charge of the entire payables process—from the moment invoices come in your door through the approval process and check or credit card payment selection. Invoice entry is simple and efficient. Payment selection is even easier; choose an invoice and pay by any criteria you define. You can also use electronic document management to regain control of your accounts payable workflow and better manage your company's critical documents.

Improve cash flow

Accounts Receivable gives you all the tools you need to stay in touch with clients and on top of receivables to proactively manage your cash position. The software maintains complete client profiles to help you monitor relationships and facilitate timely payments. With integrated payments, you can save time by eliminating duplicate data entry and trips to the bank. Plus you can speed up bill collection, save money on transaction fees, and put money in your hands faster.

Know where you stand

General Ledger provides the multicompany reporting prowess you need to manage more effectively. Whether it's the big picture or granular details, you want immediate answers. Sage 300 Construction gives them to you with rich analytics that provide instant snapshots of your cash position and put your finances in focus. You can even use your financial data in Excel to create reports that leverage all of features you're familiar with including graphing, charting, and pivot tables.



On the spot job cost

Keep project costs in check every step of the way. The magnitude of factors that contribute to the profitability of a job can be staggering: labor, subcontracts, equipment, materials, retainage, change management, and on and on. With hard dollars at stake, the need for an integrated system to handle this complexity is critical. Sage 300 Construction Job Cost enables you to easily monitor, analyze, and report on all project-related data. Project financials flow from the field to the office instantly so project leaders have the agility and insight required to manage projects profitably.

Make course corrections

Job Cost puts insightful project indicators on the screen in seconds. With realtime access to critical data—such as committed versus actual costs, forecasts, and units in place—business leaders can weigh risks, identify opportunities, and make corrections that prevent job fade and profit erosion.

Manage change

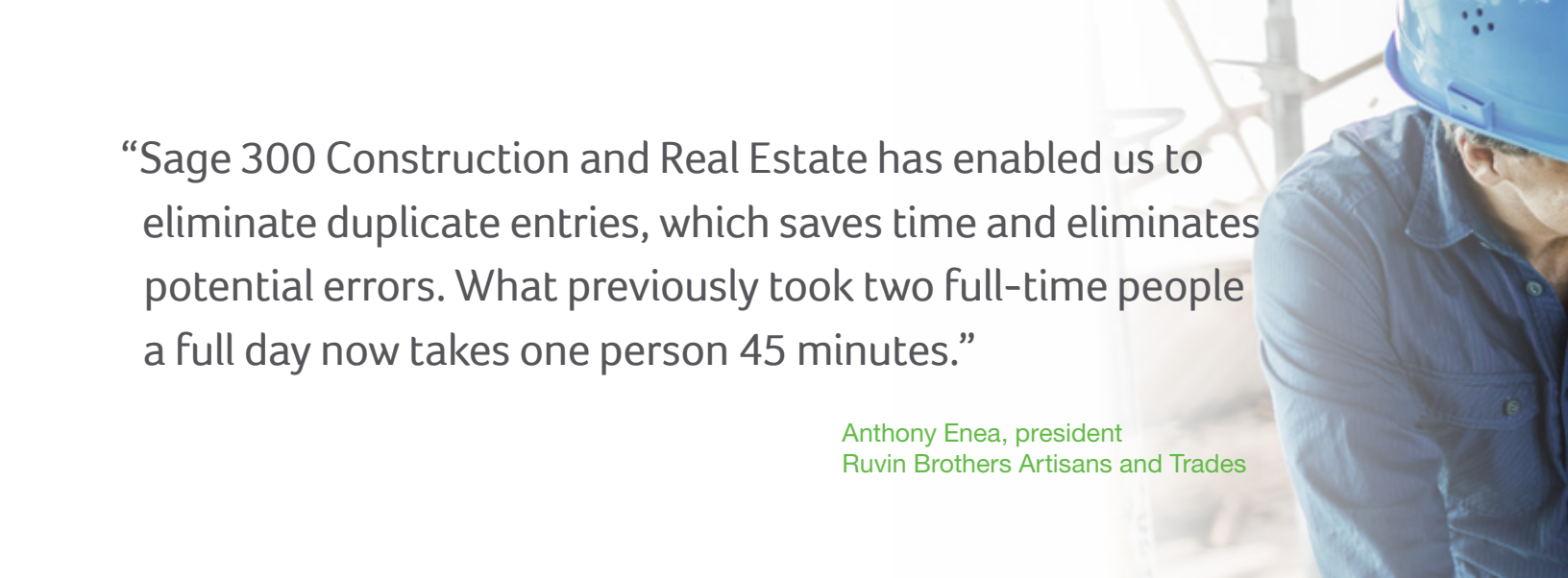
Project changes can quickly derail your ability to turn a profit on a job. Sage 300 Construction empowers project managers to quickly enter, assign, account for, and monitor changes that occur on a project. Updated costs and revenue statuses are automatically reflected in the project's overall budget and revenue forecast.

Handle complexity

Regardless of the complexity of the project, Sage 300 Construction can help handle it with intuitive simplicity. From projects with simple cost structures to those with multisection jobs, multisection job codes, and multiple cost categories, you gain easy access to the insight you need to manage your jobs for optimum profitability.

Improve profitability and cash flow with Sage 300 Construction and Real Estate

- Gain control of project details with integrated job cost capabilities.
- Proactively identify project issues and potential cost overruns and make corrections.
- Compare up-to-the-minute actual costs with budgeted costs.
- Easily control RFIs, construction change orders, and change requests.
- Reduce risk with job-level security and an audit trail for every transaction and entry.
- Find out your cash position instantly and eliminate uncertainty.
- Manage activities across multiple divisions, regions, or companies.



“Sage 300 Construction and Real Estate has enabled us to eliminate duplicate entries, which saves time and eliminates potential errors. What previously took two full-time people a full day now takes one person 45 minutes.”

Anthony Enea, president
Ruvyn Brothers Artisans and Trades

Project command close at hand

Details, details. Project management software is only as good as its ability to provide easy access to relevant, timely information. With an integrated Project Management solution, Sage 300 Construction doesn't disappoint. The application provides keen insight into day-to-day activities so you can ensure projects remain on schedule and on budget. Along the way you'll be able to identify potential issues before they become problems—reducing risk and increasing project profitability. Instead of letting the details take control of you, take control of the details with Sage 300 Construction and Real Estate Project Management.

Proactive decisions

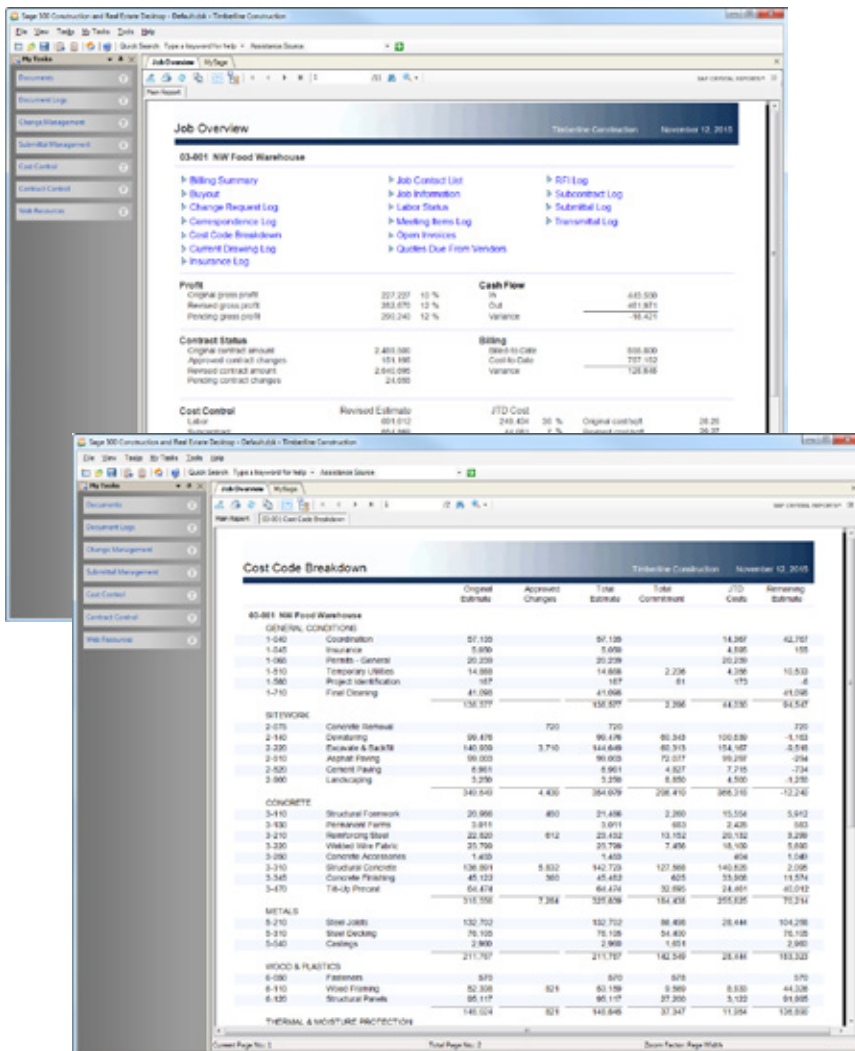
Your project stakeholders can make confident decisions when they have the right information, in the right format, at the right time. Sage 300 Construction delivers. For example, with the Job Overview Inquiry, you can instantly see the status of contracts, profit, billings, costs, cash, RFIs, and submittals all at once.

Collaborative workflow

Critical to every project's success is keeping everyone involved in the project connected. Sage 300 Construction Project Management standardizes the workflow of your projects and documents, keeping all participants up to date with the latest and greatest information, including: prime contracts, subcontracts, change requests, plans and drawings, submittals, and more.

Intuitive design

Project Management is designed to work the way you do. The software is straightforward and easy to learn because electronic documents mirror many of the paper documents you're using today.



Deliver projects on time and on schedule with Sage 300 Construction and Real Estate

- Track and manage costs, contracts, and documents—the three pillars of project management.
 - Proactively identify project issues as well as potential and real cost overruns and make corrections.
 - Mitigate risk by proactively managing subcontractor compliance, lien waivers, certified reports, special permits, punch list completion, and more.
 - Easily create, track, and receive important project-related documents.
 - Efficiently manage the change process.
 - Improve communication and keep all key players in the loop.
 - Reduce the risk of litigation through improved communication and documentation.
- ◀ **Keep projects on schedule and on budget.** Customize your desktop with favorite reports and metrics so that project details are always at your fingertips.



Minimize the risk of subcontractor and vendor noncompliance

Construction is a risky business. And while it's impossible to avoid risk entirely, it's critical that construction firms take action to minimize liability for subcontractors and other vendors. Compliance management is like a seatbelt; it's not a matter of if, but when you'll need it. Don't put your business in jeopardy by getting caught unprepared or unprotected.

Sage 300 Construction and Real Estate helps you minimize liability in the field with subcontractor compliance tracking of lien waivers, certified reports, insurance certificates, and more. Define the risk management process for all of your subcontractors and vendors and increase your organization's collective peace of mind.

Stay compliant with Sage 300 Construction and Real Estate

- Ensure you have required compliance items before you pay subs and vendors.
- Give project managers tighter control of the job site with the ability to maintain and track compliance items in the field.
- Securely store and access compliance items when you need them most.
- Proactively monitor compliance status and automatically notify key personnel when issues arise or are imminent.
- Put your files in the cloud for secure access anytime, anywhere.



Subcontractor Compliance Management

Job: NW Food Warehouse (03-001) Vendor:

Manage Secondary Vendors

Lien Waivers Certified Reports Insurance Misc

Status: Outstanding Vendor level: All

| | Received | Vendor | Commitment | Type | Vendor Level | Secondary Vendor | Invoice | Check | Amount | |
|---|--------------------------|--------|------------|-----------------------|--------------|--------------------------------|----------|-------|-----------|-------------------|
| ▶ | <input type="checkbox"/> | 100 | 03001-06 | Unconditional Partial | Primary | | 14598 | | 5,000.00 | Receive Selected |
| | <input type="checkbox"/> | 101 | 03001-07 | Unconditional Partial | Primary | | 14928 | | 4,500.00 | Delete Selected |
| | <input type="checkbox"/> | 100 | 03001-06 | Unconditional Partial | Secondary | Somerto Interiors (NW Postl... | 14598 | 24438 | | Send to Vendor... |
| | <input type="checkbox"/> | 601 | 2316 | Unconditional Partial | Primary | | 95963 | 24444 | 20,141.07 | Print... |
| | <input type="checkbox"/> | 1401 | 2309 | Unconditional Partial | Primary | | 2801 | 24448 | 4,158.00 | Export to Excel |
| | <input type="checkbox"/> | 100 | | Conditional Partial | Primary | | 5387 | | 1,329.00 | |
| | <input type="checkbox"/> | 101 | | Conditional Partial | Primary | | 92654658 | | 7,300.00 | |
| * | <input type="checkbox"/> | | | | | | | | | |

- ▶ **Don't get caught off guard.** Easily track lien waivers, certified reports, insurance, and miscellaneous documents within the centralized Subcontractor Compliance Management hub in Sage 300 Construction and Real Estate.



Set your service department apart from the competition

Keep your customers happy and make sure your technicians are consistently in the right place at the right time with the Sage 300 Construction Service Management application and Sage Service Operations.

Be the service-friendly operation you're meant to be. Track vital information so you have the insight you need to grow profits in the field. Efficiently manage work orders and keep customers coming back for more. By using small job fixed-rate pricing, flat-rate pricing, or markup/discount, your billing process is streamlined like never before. And with a built-in dispatch board, you're able to stay one step ahead for the service team in the field.

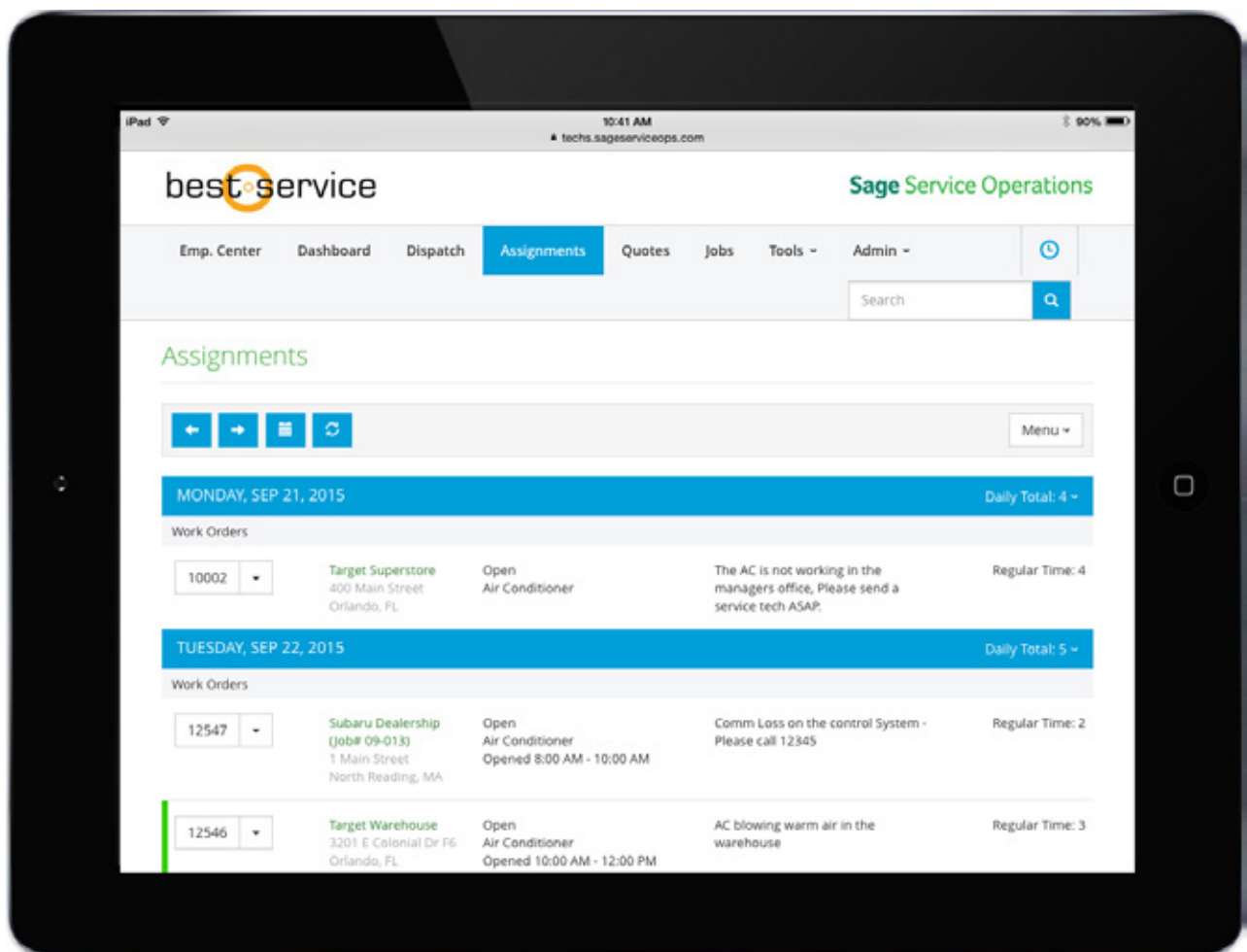
Turn service calls into predictable cash flow

Effectively manage service operations and reduce the time to invoice. Integrated Sage Service Operations enables technicians to complete their work in less time and make fewer trips by providing the real-time information they need in the field on any tablet or mobile device.

- Know where you stand on work orders and schedule changes in the field.
- Reduce paperwork and ensure accuracy of work orders.
- Better manage potential new business with the ability to create and track quotes in the field.
- Give customers their own customized, self-service website to request service, check status, and more.

“Over 100 technicians use Sage Service Operations and we’re expanding its use to our Controls division. It’s a win across the organization. Our technicians love it, our dispatchers love it, and management can clearly see the business value.”

Ken Fleck, vice president
Modern Niagra Group, Inc.



- ▲ **Improve communication between office staff and field technicians.** Service managers can ensure the accuracy of work orders and assignments. Technicians can check up-to-date schedules and assignments from the field on any mobile device.

“We have relied on [Sage] Estimating solutions for 20 years. Other software packages have come and gone over the years, but [Sage] Estimating changes with the times and is a constant tool that’s at the core of our projects.”

Nick Pera, pre-construction executive
Rudolph and Sletten

Better estimates by every measure

Put your best bid forward. To win more work and ensure the profitability of every project, you have to build estimates with more speed and precision than ever before. Let Sage Estimating solutions do the heavy lifting for you. With features like trade-specific databases, Smart Assemblies, and digital plan takeoff support, you’ll build bids with quick precision. Best of all, Sage Estimating works in tandem with Accounting, Job Cost, and Project Management. Once a bid is approved, the appropriate data feeds seamlessly into Sage 300 Construction Job Cost and across your business. No data loss. No redundant entry. No wasted effort.

Quick

Turbo-charge your takeoffs. Sage Estimating can slash takeoff time by 50% or more versus manual or generic spreadsheet methods. Choose from a variety of takeoff methods. Then, simply pull individual or groups of items from a variety of industry-specific databases directly into your bid worksheet.

Precise

When you think of Sage Estimating, one word ought to come to mind: Bull’s-eye. This integrated module pulls together precise calculations and costs across all aspects of the bid: labor, supplies, subcontractor bids, materials, equipment, and even overhead and profit.

Integrated

By uniting estimating with operations, Sage 300 Construction keeps all team members on the same page, looking at the most current data. With a complete view of the business close at hand—including historical data from accounting, estimating, scheduling, and job tracking—you can make more savvy decisions and improve bid accuracy.

Options to meet your unique requirements

Estimating

Estimating Basic: Easy-to-use assembly-based solution

Estimating Standard: Intuitive drag-and-drop technology with RSMean and Advanced Assembly databases

Estimating Extended: Advanced estimating tools with greater takeoff, analysis, and productivity capabilities

Electronic Takeoff

eTakeoff Dimension: Easy-to-use solution includes time-saving features like pattern and auto-count symbol search

OnCenter’s On-Screen Takeoff: Automates takeoff workflow and provides a quality assurance audit trail

Planswift for Sage: Offers drag-and-drop tools to directly pull assemblies and items from Sage Estimating into PlanSwift



Regain control of documents, accounts payable approvals, and more

Eliminate the paper chase. Construction and real estate businesses are document-intensive, to say the least. A given project or property might have several boxes and dozens of file folders filled with various versions of drawings, plans, RFIs, submittals, invoices, lease agreements, rental applications, and contracts. Sage 300 Construction eliminates the paperwork in favor of digital document management. It simplifies and streamlines the way you store, index, retrieve, and route the documents that drive your business. Sage Paperless Construction runs directly with Sage 300 Construction, maintaining all versions of revised documents and providing easy access no matter where you are in the system. With better control of your documents, you'll reduce risk and ensure a clean audit trail.

Storage

Sage Paperless Construction eliminates the paper chase for accounting and operations staff. It gives you control over electronic content and simplifies processes from project start to finish. Easily store, index, retrieve, and automatically route documents throughout your organization for review and approval. Powerful search capabilities allow you to retrieve your documents with lightning-fast results based on your access privileges.

Sharing

Rules-based routing ensures documents are reviewed by the right people in the right sequence every time. The flexible system enables you to designate review teams then route the digital files to all reviewers simultaneously or in a predetermined sequence. This automated workflow helps you avoid unnecessary delays and get paperwork approved faster.

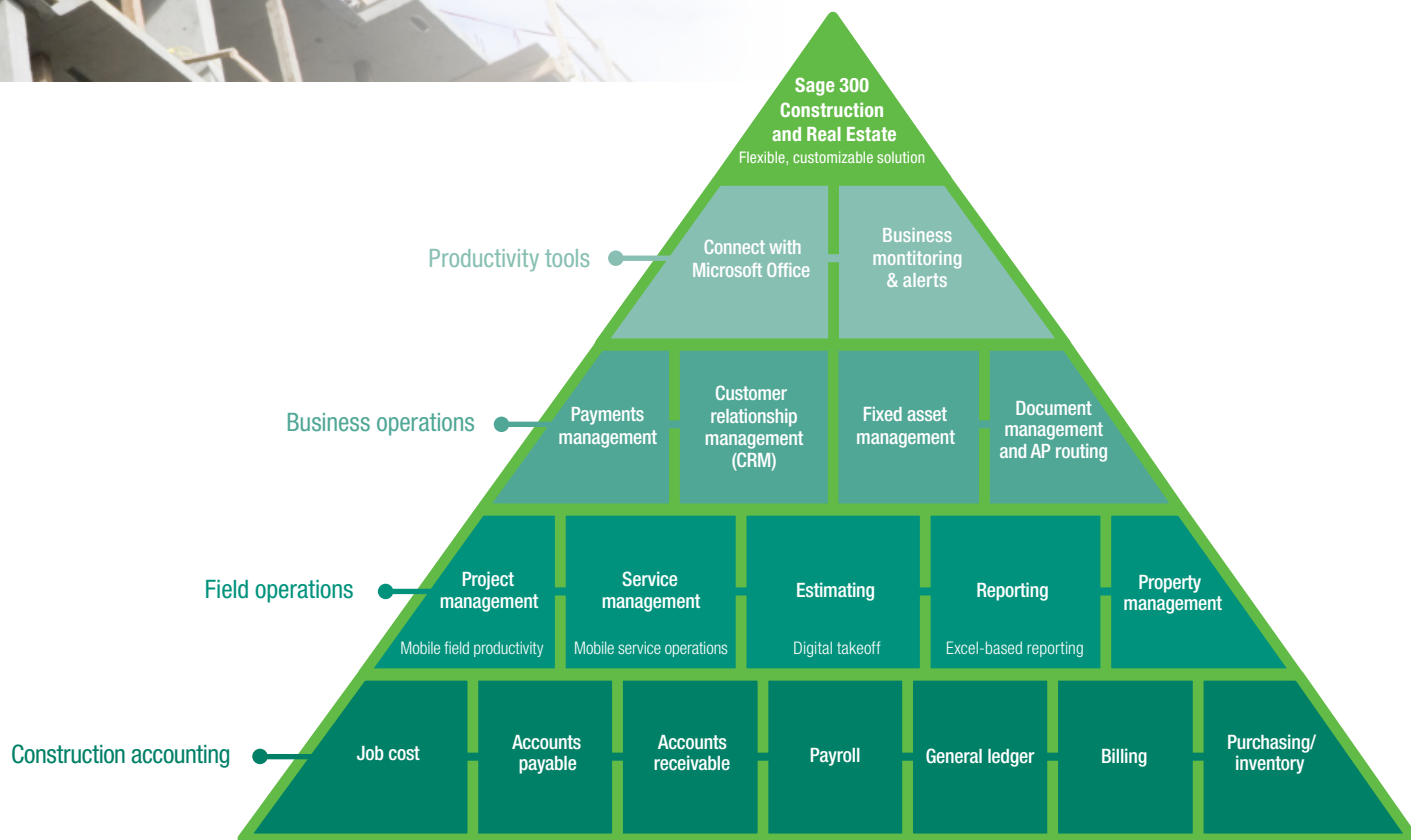
Security

Sage Paperless Construction heightens security by providing total control over who can access or modify documents. Centralized storage of your files also protects your company by eliminating misfiled and misplaced documents that can ruin the reputation of your firm and put projects at risk.



Build a system that's right for you

No matter where your organization fits in the building cycle—construction, service and specialty contracting, development, or property management—Sage 300 Construction provides the integrated functionality you need to improve productivity, control, and profits. Build out your Sage 300 Construction system to match your needs. Each application integrates with the rest of Sage 300 Construction to ensure optimum workflow and enable cross-functional data sharing and reporting that drives the best business decisions.



All together now.

Sage 300 Construction and Real Estate provides an integrated, modular approach that connects all the vital aspects of your finances and operations—sharing information, improving business insight, and eliminating redundancy. Build the system that makes the most sense for your organization.



Sage 300 Construction and Real Estate modules

Reporting and Report Designer

With flexible, interactive reporting and inquiry tools, you'll get the real-time information you need for a clear view of your business condition. Backed by numbers you can trust, you'll be well prepared to make sound financial and operational judgments.

- Monitor trends with at-a-glance graphical reports.
- Get accurate, instant answers through interactive inquiries.
- Benefit from instant insight with point-and-click reports.
- Choose from more than 1,400 prebuilt reports or create your own.
- Easily create charts and graphs for additional analysis of trends.
- Place your favorite reports on the main toolbar for easy access.

Property Management

The Property Management module puts the lease document at the heart of your business. The module offers the flexibility you need to manage virtually any lease agreement—including multiple leases per tenant, multiple units per lease, and multiple tenants per lease.

- Enter and edit future lease information as you receive it, then activate the lease at a later date.
- Enter each lease with its own provisions.
- Track pending move-ins and move-outs and simplify lease start and termination with user defined checklists.
- Automatically prorate all charges upon move-in and move-out.
- Stay on top of lease options with virtually unlimited lease-option tracking.
- Track retail sales and calculate overage rents (Advanced Retail offers additional retail functionality).

* U.S. and Canadian versions



Procurement

Sage 300 Construction Buyout, Purchasing, and Inventory applications keep you on top of all aspects of material management— including generating purchase orders, tracking change orders, issuing receipts, authorizing returns, invoices, and more.

- Simplify the RFQ and material acquisition processes.
- Efficiently handle the buyout process.
- Quickly turn estimate items into desired material groupings and perform the tasks necessary to handle job buyouts.
- Automatically generate and send RFQs to suppliers and subcontractors by email, fax, or printed hard copy.
- Consolidate purchasing and replenish inventory items through a single information source.

Payroll

The integrated Payroll solution reduces the resources and overhead required to process payroll—even in labor-intensive organizations. With the flexibility to adapt to your organization and region, it simplifies the way you produce payroll checks, tax reports, union reports, and more.

- Quickly customize timesheets for different departments of your organization.
- Easily monitor and control labor costs with in-depth labor analysis.
- Customize your own checks.
- Import timesheet information from Sage Construction Anywhere or other time-capturing software.
- Maintain proper human resources documentation—70 HR forms are included.
- Take the worry and hassle out of payroll tax compliance with integrated online access to government forms and e-file services.



Additional Sage solutions to help you do more with less

Stay in the loop with your personal activity and business monitor

Sage 300 Construction MyAssistant proactively monitors key performance indicators, providing instant alerts about issues needing attention and the information needed to take action. MyAssistant automatically generates reports, spreadsheets, documents, and email alerts—and distributes this critical information into the hands of those who need it, helping monitor and manage all phases of a project or property. For example, MyAssistant and MyCommunicator work together to help you:

- Identify subcontractors with insurance expiring in 30 days and send them a personalized email requesting an updated certificate.
- Provide each project manager with a list of costs codes that are over budget or close to going over for their jobs.
- Alert affected parties when a change request, RFI, or submittal is overdue.
- Stay connected and informed from within Outlook.

Use Excel as a reporting and productivity tool

Sage 300 Construction Office Connector is a series of applications that automatically connects your Sage 300 Construction data to Excel. This solution can save you hours of time on reporting and analysis tasks using Excel. Best of all, Office Connector is easy to learn and use and comes with a number of prebuilt queries, getting you up and running immediately.

- Take advantage of Excel's flexibility and familiarity for easier reporting, charting, and graphing.
- Reduce the time your company spends on data entry.
- Gain added confidence in your numbers and data.



Manage everything about your payments in one place

Sage offers the most secure and compliant processing solutions in the industry. You get everything to process payments under one roof so you can enjoy better value, security, reliability, and customer service. By offering flexible payment options, your business can improve cash flow. Plus you can:

- Save time and money with integrated check/ACH and credit/debit card processing.
- Deposit checks electronically without making trips to the bank.
- Accept payments in the field with Sage Mobile Payments.
- Reduce the risk of credit card fraud with PCI-compliant security.
- Manage employee credit card expenditures with the Sage Business Prepaid Visa.

Win more work and deliver superb customer service

Sage CRM gives everyone in your company access to up-to-date customer and prospect information so you can easily manage business development interactions, keep track of quotes and bids, ensure consistent customer service, and earn more business from existing clients.

Manage your fixed assets every step of the way

The trusted industry leader for more than 30 years, Sage Fixed Assets solutions provide comprehensive depreciation calculations, complete asset inventory tracking and reconciliation, full construction-in-progress management, and easy customized reporting. By automatically tracking recent and pending tax legislation then updating accordingly, Sage Fixed Assets takes the worry out of compliance issues and audits. You'll be able to effectively and confidently manage every step of the fixed asset lifecycle—from acquisition to disposal.



The Sage customer experience

No software provider has more experience providing a great experience. From the moment Sage made its bold entry into the construction market over 40 years ago, we've been dedicated to helping construction and real estate companies operate more efficiently. But our heritage isn't only about software—it's about how we serve our customers. The Sage customer experience starts with our commitment to delivering personalized and professional service at every stage and continues on as your business grows and its needs change. We make your investment in our solutions easy, beneficial, and rewarding.



Local expertise

Our network of authorized business partners and certified consultants understands the challenges of the construction and real estate industry. Regionally based, these experienced professionals have helped thousands of construction and real estate companies get up and running quickly on Sage 300 Construction—and they provide the ongoing service you need for continued success.

Responsive customer service

We back our solutions with comprehensive customer support, including regular maintenance software updates, 24x7 access to an online knowledgebase, and live chat or phone call with technical support. You can also connect with other Sage product owners through our online community, Sage City. Added peace of mind: 92% of our customers rate Sage 300 Construction support an eight or higher on a ten-point scale.

Flexible training

Sage and our business partners provide multiple training methods for convenience and affordability, including classroom, online instructor-led, online prerecorded Anytime Learning, web seminars, onsite or local training options, and an annual customer conference.

Professional services

Each business has different needs. Working with our business partners, Sage supports implementation and deployment that will help make Sage 300 Construction the perfect fit for your business. We bring extensive product and industry experience to each partnership.

Add-on solutions

Enhance or expand the power of Sage 300 Construction with add-on solutions from Sage. Simplify processes with a paperless environment, mobile time tracking, and payments integration. Gain control with better management of fixed assets, customer relationships, and mobile service operations. In addition, solutions from development partners further enhance your system with capabilities such as field reporting, check printing, and more.





For more information about Sage 300 Construction and Real Estate:

Visit: SageCRE.com

Call: 800-628-6583

Contact your local Sage 300 business partner