



# Accordant

Creating harmony between people, business & technology



## CLIENT PROFILE

## Accordant Helps A/Z Corporation Build Efficiency

### *Sage Timberline Office Streamlines Operations*

Some of the nation's most recognized companies, including Amgen, Dow Chemical, and Coca-Cola, choose A/Z Corporation to manage their construction projects. Serving companies in the life sciences, institutional, manufacturing, hospitality and gaming, education, and utility mission-critical markets, A/Z Corporation has earned a reputation for accountability, reliability, and excellence.

#### **Build a Solid Foundation**

Six years ago, the company began searching for a true construction management solution to replace its DOS-based accounting software. "It was a bit archaic," recalls Janet LaBrie, manager of support services with A/Z Corporation. "It worked alright for straight accounting, but did not have the job costing features that we needed. Everything job-related was manual."

Research led the company to Sage Timberline Office and Accordant Company, LLC. "Sage Timberline Office has a great reputation, and Accordant impressed us with their knowledge of the software and of our industry," says LaBrie.

#### **Single Source For Information**

A/Z Corporation utilizes virtually every component of Sage Timberline Office, including the most recent addition of the



Project Management module.

"Accordant recommended that we add Project Management," explains LaBrie. "It truly helps us manage every aspect of our project. Project managers, engineers, estimators, and accounting staff all rely on the Project Management module as their single source for job information."

The Project Management module integrates with the Sage Timberline Office accounting, estimating, and purchasing solutions. With this integration, authorized staff can issue and view all prime contracts, subcontracts, updated plans and drawings, change orders, purchase orders, meeting minutes, requests for information (RFIs), and other project-related documents.

#### **Client Information:**

A/Z Corporation

Headquarters:

Ledyard, Connecticut

Industry:

Construction Management  
& Specialty Construction

Web Site:

[www.a-zcorp.com](http://www.a-zcorp.com)

Software:

Sage Timberline Office

*"The software is paying for itself in time savings and efficiencies."*

## About Accordant

Accordant provides leading-edge business solutions to construction, service and real estate businesses in the Northeast. Accordant specializes in the implementation, consulting, and training of Sage Timberline Office and Sage Master Builder Solutions. From strategic planning through implementation and deployment, Accordant applies real-world experience, best practices and a client-centric focus to deliver technologically-advanced software solutions that dramatically improve business performance. With over 3,300 clients, Accordant is uniquely qualified to provide your company software and services in the areas of Accounting, Document Management, Estimating, Project Management, Property Management, and Service Management. Accordant will help you maximize efficiency within your company and make it easier for you to do business with your customers, vendors, employees, and partners.



Thanks to the efficiencies provided by Sage Timberline Office, LaBrie says that larger projects can be handled by a smaller staff. "We've eliminated the need for many administration positions," says LaBrie. "Many of the tasks we used to do manually are now automated."

### Clear Communication

The Project Management module has proven to be a valuable communications tool. All project-related e-mail, Word, and Excel documents are associated with a job with a single mouse-click. The staff can document and coordinate the distribution of current drawings and sketches to all interested parties.

"Communication is so much better now," says LaBrie. "We're able to capture the who, what, and when of every e-mail we send or receive. The thorough documentation of communications is critical in our industry, and the software makes it easy."

### Efficient Document Management

Accounts payable tasks are often among the most paper intensive. Invoices must be routed through various individuals for approval, so finding a document when you need it can be challenging.

Accordant Company implemented the Sage Timberline Office Document Management module to eliminate this paper chase at A/Z Corporation. Now, incoming invoices are scanned and classified using a number of options such as document type, job number, or vendor. They are then automatically routed

for approval to the appropriate staff. As part of the review process, staff can add notes and clarification to an invoice if needed. "When we're ready to bill a client, we can print out every invoice associated with the job," explains LaBrie. "We were a \$5 million a year company, and needed one full-time person in our AP department. Now, we're a \$12 million a month company, and only need two people in that department. The software is paying for itself in time savings and efficiencies."

### Flexible Billing Formats

"Every client is a bit different with regard to billing," says LaBrie. "Sage Timberline Office allows us to handle even the most complex requirements." Custom billing tables with specific multipliers and markup percentages are designed and stored for each customer, as is the layout and amount of detail presented on each invoice form.

"We used to spend countless hours on billing each month," recalls LaBrie. "It's completely different now. Once we get a contract set up, it's automatic. With a staff of two to handle billing, we generate over 500 invoices each month!"

### Partner For Success

"Accordant has helped us get the most out of Sage Timberline Office," concludes LaBrie. "We have a great business relationship with them. They are responsive to our needs, plus they know the software and our industry inside and out."



# Accordant

## Office Locations:

**New York**  
68 South Service Rd, Suite 100  
Melville, NY 11747  
800-363-1002  
516-833-6701 Fax

**Eastern PA**  
118 West Butler Avenue  
Ambler, PA 19002  
215-542-0404  
215-542-7214 Fax

**Connecticut**  
700 Canal Street  
Stamford, CT 06902  
203-328-3758  
203-461-9088 Fax

**Western PA**  
207 Timberland Drive  
Greensburg, PA 15601  
724-838-7291  
724-858-1317 Fax

**New England**  
233 Needham Street  
Newton, MA 02464  
866-625-2429  
203-563-9825 Fax

### Headquarters

110 South Jefferson Road  
Whippany, NJ 07981  
Toll-free 800-363-1002  
or 973-887-8900  
973-887-8901 Fax  
www.accordantco.com