



# Accordant

Creating harmony between people, business & technology



## Client Profile

## Accordant Provides Catalyst For Success At ACE Corporation

*Technology Investment Pays Off For Specialty Contractor*

**A**CE Corporation, Inc. is a commercial painting contractor headquartered in South Portland, Maine. The company has enjoyed sustained growth and employs an average of nearly 100 employees year-round. As a specialty contractor working in a highly competitive marketplace, ACE Corporation chooses to invest in technology to drive efficiency, increase productivity, and minimize overhead. The technology tool it relies on is Sage Timberline Office, supported by the technology professionals at Accordant.

### Primed And Ready

The company began using Sage Timberline Office Estimating in 2006, replacing an inefficient system that depended on spreadsheets and reliable human memory. "After implementing Estimating, we saw our bid volume per estimator more than double," says Eric Vogell, president of ACE Corporation. "It was an instant success."

However, once the bid was won, staff had to key the entire estimate into the company's QuickBooks accounting software. "It was an administrative nightmare," Vogell recalls.

With the success of Sage Timberline Estimating, Vogell decided to investigate converting to Sage Timberline Office for



accounting and project management. "I called around to speak with Accordant's clients to see how they liked the system and heard only great things—about the software and Accordant," he says.

### Payroll - It Has To Be Right

The reputation of Sage Timberline Office Payroll was a significant factor in Vogell's decision to switch. "We operate in several states and need to produce a certified payroll," he explains. "We have 401(k) and matching contributions to manage, and eligibility to track. It used to take three separate programs to keep it all straight. Payroll must be handled correctly and with Sage Timberline Payroll it is."

#### Client Information:

ACE Corporation, Inc.

Headquarters:

South Portland, Maine

Industry:

Commercial Painting

Sage Software:

Sage Timberline Office

Estimating

Project Management

OnCenter

**"Our cost savings are more than twice what we paid for the software."**

## 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.



### Substantial Return On Investment

"Takeoffs were a tedious manual process with no audit trail," says Vogell. "And once the takeoff was complete we still had to enter the details manually into Estimating." Accordant introduced ACE Corporation to OnCenter, an on-screen takeoff solution that integrates with Sage Timberline Estimating.

OnCenter has transformed the process, improving speed, accuracy, and the overall integrity of the estimate. "We took the money we saved buying plans, paper, and toner and invested in large monitors for our estimators and still came out ahead," says Vogell. "The completed takeoffs flow directly into Estimating. We can't imagine doing it any other way now."

Vogell recently performed a calculation to prove that his investment in Sage Timberline Estimating paid off, comparing the time to complete a bid the old way and now with Estimating and OnCenter. "Our cost savings are more than twice what we paid for the software," he says.

### Data For Better Decision Making

As a busy, hands-on owner, Vogell requires quick access to financial and operations data so he can make timely, informed decisions. "To get the job, financial, and estimating level information I need, I used to run five or six separate reports. Now I have all the information I need on one screen."

Vogell is using MyAssistant for Sage Timberline Office, an executive tool that automatically monitors business data and notifies him of situations he cares about. "I have set up alerts to notify me of sudden changes in our bank account balance, or cost codes over budget. MyAssistant easily saves me half of a day that I used to spend poring over reports looking for these kinds of changes. When I receive the alerts in an e-mail, I can check an item off or ask to be alerted again."

ACE Corporation arms each of its field superintendents with a mini laptop computer that can access the main Sage Timberline Project Management database. This allows them to inquire into their jobs and update job statuses throughout the day. By delivering technology to its field personnel, ACE Corporation has improved the profitability of its jobs and its relationships with general contractors. "We don't get caught by surprise," Vogell says. "Our superintendents have the information they need to make proactive decisions regarding materials and staffing. This allows us to complete our jobs more efficiently and keep our clients happy."

### Partner Makes The Difference

"Accordant stays on top of developments in construction and in technology and share that knowledge with us," Vogell concludes. "We wouldn't be half the company we are today without the software, solutions, and advice we receive from Accordant."



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