



Sage 100 Contractor

Five key reasons to move from
QuickBooks to Sage 100 Contractor

For quite some time, your current accounting software adequately served your business. But the business has grown, and now you are wondering if there's a better solution that fully supports a construction business. Here are five key areas where customers of Sage 100 Contractor (formerly Sage Master Builder) have benefited from business improvements compared to using Intuit® QuickBooks products:

- 1. Stronger business visibility and control:** Sage 100 Contractor allows you to make intelligent, clear-sighted decisions, through an at-a-glance dashboard, extensive reports, and access to drill-down details—visibility that is more construction-specific and comprehensive than QuickBooks.
 - 2. Increased confidence in your numbers:** Sage 100 Contractor offers capabilities designed for construction so you can better mitigate risks, control costs, and gain a more accurate view into your business's financial health. It provides an audit process that satisfies certified reporting requirements. Your reports can present the organization and details required by unions or sureties. You also gain confidence in tracking your operations such as deadlines, critical tasks, assets, parts, and hours.
 - 3. Streamlined construction processes:** From estimating and scheduling to job costing and change order management, to retainage, bond, and union reporting, Sage 100 Contractor integrates each step of your business process to give you full financial and operations control. In contrast, QuickBooks users often rely on Microsoft Excel® or Word, or third-party applications to track business operations, resulting in inefficient workflows and duplicate entries.
 - 4. Handle field operations, project management, and service dispatch with ease:** From using the estimating capabilities for a new bid to taking advantage of scheduling, project document, and contract control features to manage the project to completion, Sage 100 Contractor provides the critical construction-specific capabilities and detail needed to be successful and profitable. You can also use integrated mobile* and dispatching solutions to solidify and speed up the communication among your office, field teams, and service technicians, helping you keep projects moving forward.
 - 5. Count on industry-experienced customer support:** With Sage 100 Contractor, you are supported by a team of people who have years of specialized accounting and operational experience in construction. Our continuously highly rated, exceptional customer support is also a result of the depth and time spent from serving construction businesses for over 40 years. We understand the goals and needs you uniquely have as a construction business, and we are committed to helping your business advance and grow.
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Summary of Business Benefits and Capabilities	Sage 100	QuickBooks
Stronger business visibility and control		
Bonding and targeted construction reports: Access current and comprehensive reports to better manage projects and increase visibility of job status, overbilling and underbilling, work in progress, certified payroll, and daily items that need your immediate attention.	yes	no
Customizable dashboard: View at a glance the health of your business. For example, aging payables and receivables, job over budget alerts, cash position, cash accounts, top customers, income from operations, and so on.	yes	limited
Email alerts: Use the customizable alerts to be notified by email when a bank balance is low, vendor insurance certificates are expiring, costs exceed a specific budgeted line item, purchase order amounts are exceeded, and more.	yes	no
Mobile Capabilities: Using mobile devices, access the latest project reports to know where you stand on any project at any time. You'll be able to quickly identify trouble spots and understand project contributions to the business bottom line.	yes	no
Increased confidence in your numbers		
Audit management: Full audit trail provides you the visibility needed to support annual audit requirements, including not being able to delete transactions. System workflow additionally prohibits deleting transaction history and enables accounting managers to close and lock accounting dates.	yes	no
Warnings and notices: On-screen warnings alert you when data is missing or budgets are exceeded. Notices are auto generated to vendors when insurance certificates will soon expire.	yes	no
Controlled payments: Set dashboard or email alerts to notify you when costs exceed a purchase order, subcontract, or budget amount for a project. Prepare and determine that lien waivers are in place before paying bills and sort bills to be paid by job to ensure you pay only what you should in context of the project's progress and other submitted payments.	yes	no
Streamlined construction processes		
Integration with Payroll: Process multi state payroll in the same paycheck, assign pay rates for certified or union payroll to the job, report daily field reports, and properly account for direct labor or overhead labor costs on the same paycheck.	yes	no
Streamlined job budgeting, scheduling, contracting, and purchasing: Once your estimate is completed, the software automatically populates budgets, subcontracts, purchase, and job schedules, jump-starting the project management process.	yes	no
Part pricing and purchasing: Track multiple vendors' pricing for individual parts, populate the estimate with your lowest price or preferred vendor for each part, then create the purchase order for materials or subcontract for services. Access to previous-used estimate information makes updating easy.	yes	no
Job progress reporting: Know where you stand on each job by cost code, cost type, phases, divisions, job status, job type, or salesperson—to manage to greater profitability.	yes	no

Products used in this comparison are QuickBooks Enterprise Solutions Contractor 13.0™, QuickBooks Premier 2013 Contractor Edition™, and QuickBooks Pro 2013™. The information in this document is provided "as is" with no warranties whatsoever, including any warranty that the document is error-free. Except as provided in the Sage End User License Agreement, Sage assumes no liability whatsoever relating to marketing or licensing of Sage products.

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Summary of Business Benefits and Capabilities	Sage 100	QuickBooks
Handle field, project management, and service dispatch with ease		
Controlled access: Personalized security settings ensure only those you want to see project details or perform tasks can. For instance, ensure project managers only have access to their assigned jobs.	yes	no
Improved project visibility: Daily field report information keeps you informed on employee, subcontractor, delivered materials, and equipment activity at the job site. Mobile capabilities provide you quick access to current project reports on a mobile device at any time, and present the latest project documentation shared among the project team.* Available project information includes committed costs, work in progress, aged unapproved change orders, item lists requiring immediate attention, and punch lists.	yes	no
Mobile time reporting: Use mobile devices to collect and review employee time worked on a project. Then share approved time with Sage 100 to speed up job costing and payroll processes.*	yes	no
Subcontractor management: Subcontractor reports help you manage changes to contracts and payments and ensure compliance and certification status.	yes	no
Easily manage change orders: Create individual prime or subcontract change orders for signature. Be alerted on aged, unapproved change orders and drill down to learn of change order reasons and costs.	yes	no
Document control: Centrally track and quickly drill into key project documents and communication surrounding drawings, specifications, transmittals, liens, contracts, and more. Or provide your project team a central online location to view all project documents, drawings and photos through Sage Construction Anywhere.*	yes	no
Project scheduling capabilities: Use integrated scheduling capabilities to best decide on how to proceed with a project at any point by producing Gantt charts that show critical paths, and accessing schedules, project costs, and contract details.	yes	no
Integrated service work order management including multi day service dispatch capability: Handle service scheduling, call tracking, status reviews, customer communication, and service work order creation and billing within one system—a system that smoothes out processes and keeps your service organization as profitable as possible.	yes	no
Count on industry-experienced customer support		
Construction-knowledgeable technical support: Having quick access to knowledgeable software support professionals is critical during intense accounting and tax times. Available phone support provides you a direct line to individuals focused each day on specifically helping construction companies to use financial and operations software. With each call there are opportunities to hear new software tips that help you get more out of your software investment.	yes	limited
Live and online training opportunities: Whether you prefer to sit in on live classes or you prefer recorded online sessions at your own pace, you'll benefit from our training programs that are specifically designed for construction companies. From guidance to help you get started with your new software, to other sessions that help you tackle business process improvement, you have a wide catalog of training opportunities at your disposal.	yes	limited
Rich online resources: If you prefer finding answers to your questions online, you can access expansive, up-to-date resources and training 24 hours a day, 7 days a week. Take advantage of an online customer knowledgebase for step-by-step help, chat online with a Sage customer support analyst,** or submit a formal request for help and a call back.	yes	limited
Experienced business partners and consultants: Leverage a knowledgeable network of construction-focused business partners and consultants to work with you one-on-one, on-site or by phone. They can help you further increase your use of technology to streamline operations, increase profits, and grow your business. Many of these partners are local to your area, with extensive experience improving operations for businesses just like yours.	yes	limited

*Mobile capabilities are available through Sage Construction Anywhere integration in 2013.

**Maintenance and support care is available Monday through Friday 9 a.m. to 8 p.m. ET with a Sage Business Care active plan.

Sage Construction and Real Estate

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