

Sage 300

Construction and Real Estate

Customer Success

Accordant and Sage 300 Construction and Real Estate Provide A Strong Foundation for G.M. McCrossin

For over sixty years, G.M. McCrossin, Inc. has been providing a multitude of specialized heavy construction services for a wide variety of commercial, institutional and governmental clients throughout the mid-Atlantic region. The union contractor has built a solid reputation for quality, versatility, and integrity. For nearly a decade, G.M. McCrossin has trusted its operations to Sage 300 Construction and Real Estate, backed by the professional support team at Accordant.

Complete Business Management Solution

"We selected Sage 300 Construction and Real Estate because of the broad range of integrated capabilities it offers," says Jim Maund, controller for G.M. McCrossin. "We are using nearly every aspect of the product from Job Cost, Project Management, and Estimating through Payroll, Equipment Cost, and the Financial Report Designer. The full spectrum of our business runs on Sage 300 Construction and Real Estate."

The tight integration between the various components of Sage 300 Construction and Real Estate drives efficiency by eliminating duplicate data entry and providing a single receptacle for all business data. "Estimates flow into Job Cost and that data flows into billing and payroll and payables," explains Maund. "We can get a complete picture of our business in one application."

The flexibility inherent in Sage 300 Construction and Real Estate has enabled the company to adapt it to its changing business needs. "We have grown into four separate corporate entities, and we can track them all through the software," says Maund. "We also have added custom fields throughout the application to capture data that's unique to our needs."

Trusted Partnership

Maund credits the company's Sage business partner, Accordant, for helping maximize the value of Sage 300 Construction and Real Estate. "They are clearly experts," he says. "Accordant knows a great deal about the software and about our industry. I have never asked them a question they couldn't answer. Much of the value they bring us comes from their knowledge of the construction industry and their ability to translate that knowledge into ways we can use and benefit from the software."

Insight Into the Numbers

G.M. McCrossin typically has 20 to 30 active projects going at any time, and up to 300 staff in the field. "With that kind of volume, accurate and timely job cost tracking is critical. We must account for every cost—labor, materials, and subcontractors. Sage 300 Construction and Real Estate does a great job of capturing these costs and allowing us to compare them to our estimates on both job level as well as an individual cost code level," Maund says.

"While business slowed for us during the recent downturn, we were able to successfully compete in part due to the timeliness and thoroughness of the data we have available to us," says Maund. "Using Sage 300 Construction and Real Estate, we can see how the job and the company overall are doing at any moment in time and that allows us to make smart decisions that can positively affect the profitability of our projects."

Customer:

G.M. McCrossin, Inc.

Industry:

Specialized Heavy Construction

Location:

Bellefonte, Pennsylvania

Number of Locations: Three

System:

**Sage 300 Construction and Real Estate
Sage Estimating**



Accordant

Creating harmony between people, business & technology

Headquarters

365 South Street

Morristown, NJ 07960

Toll-free 800-363-1002 or 973-887-8900

973-887-8901 Fax

www.accordantco.com

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