

Sage 300

Construction and Real Estate

Customer Success

Accordant Helps A/Z Corporation Build Efficiency

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 300 Construction and Real Estate and Accordant Company, LLC. "Sage 300 Construction and Real Estate 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 300 Construction and Real Estate, 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 300 Construction and Real Estate 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.

Thanks to the efficiencies provided by Sage 300 Construction and Real Estate, 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."

Customer:

A/Z Corporation

Industry:

Construction Management & Specialty Construction

Location:

North Stonington, Connecticut

Web Site:

www.a-zcorp.com

System:

Sage 300 Construction and Real Estate



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

Offices Located in:

New Jersey

Massachusetts

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Michigan

Pennsylvania

Ohio

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 300 Construction and Real Estate 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 300 Construction and Real Estate 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 300 Construction and Real Estate," 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."

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

Janet LaBrie
manager of support services
A/Z Corporation

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 300 Construction and Real Estate and Sage 100 Contractor 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 4,000 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.