Sage 300
Construction and Real Estate

Customer Success

Accordant Constructs Integrated Solution for MBI Group

MBI Group of New York City is a full-service general contracting and construction management firm, providing its clients with the highest standard of service for interior build-outs, complex mission critical projects, and core and shell construction. The company's values of innovation, integration, and integrity extend to every aspect of its operations and have gained it an outstanding reputation for quality and customer service. To help ensure its projects remain on time and on budget, MBI Group relies on Sage 300 Construction and Real Estate and the professional services of Accordant Company, LLC.

"We've used Sage 300 Construction and Real Estate for the past seven years," says Jean Greenlaw, vice president of special projects at MBI Group. "We've been with Accordant since the beginning. They know the software inside and out, they understand accounting, and most important — they understand the construction industry."

Blueprint for Success

Before implementing Sage 300 Construction and Real Estate, MBI Group relied on an older accounting package that was not designed for contractors. As a result, Greenlaw says the company struggled to assemble accurate and timely job costing information. "We spent a lot of time updating spreadsheets and our project managers had to go to the accounting staff to get the information they needed about their jobs," she explains.

Committed costs, ordered from a supplier or subcontractor but not delivered, often went unaccounted for. "We didn't have an efficient way to see what our jobs were costing us during the project," Greenlaw remembers. "We'd have to add our payable invoices to the spreadsheet of committed costs — it took a lot of time and discipline."

Sage 300 Construction and Real Estate is designed specifically for contractors like MBI Group. "It's like night and day; the software works the way we work," says Greenlaw.

"We rely heavily on the Committed Cost report — this report alone saves us hours of data entry each week." Workflows built into the software ensure that proper procedures are followed. For example, subcontractors' workers' compensation and general liability insurance information and policy expiration dates are stored within Sage 300 Construction and Real Estate. During accounts payable check processing, the software prevents generation of a check to a vendor whose insurance is expired.

Centralize Project Management

Sage 300 Construction and Real Estate has proven to be an outstanding job costing and accounting tool for MBI Group. It automates many tasks and delivers time-saving efficiencies. More recently, the company moved to improve its overall project management which still involved manual processes and data entry duplication. Project managers and their assistants were still maintaining separate spreadsheets in Excel and tracking communication in Outlook.

Accordant
Creating harmony between people, business & technology

While they considered other packages, ultimately MBI Group decided on the recently introduced Sage 300 Construction and Real Estate Project Management module. Accordant implemented the solution for MBI.

The Project Management application provides a centralized source of information, which gives MBI Group a complete and current picture of any project. With Project Management, there's no need to manually synchronize accounting and project management software. From initial estimate through job completion, staff can instantly see the status of any document and the job as a whole. All job-related information is available here, including: contracts, profit, billings, costs, payments, RFIs, and submittals.

"Project Management has changed the way we manage our jobs," says Greenlaw. "We're all working from the same set of information. We no longer have those 'islands of information' on someone's local computer. All of our project information is stored on our server, and backed up each night. We save the time and aggravation; the information we need is right here."

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vice president of special projects
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Streamline Communication

E-mail is the preferred form of communication with clients and subcontractors, and with Sage 300 Construction and Real Estate, Outlook e-mail messages, plus Word and Excel documents can all be added to the centralized database, ensuring a complete communication record is maintained.

Accordant recently introduced MBI Group to a new addition to the Sage 300 Construction and Real Estate suite: MyAssistant. This innovative tool actively monitors business processes and issues e-mail notifications of conditions MBI Group has identified as important. For example, MBI Group can elect to receive a notification when a job is over budget or a customer account is past due.

Greenlaw praises the consultants at the Accordant Company, "They understand construction. When I call with a question, I never have to explain some aspect of our industry — they know it."

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.

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