

Sage 300

Construction and Real Estate

Customer Success

Accordant Keeps TRITEC Real Estate On Schedule

Over the past 20 plus years, TRITEC Real Estate Company, Inc. (TRITEC) has established itself as an industry leader, dedicated to project delivery with quality and value. Through its affiliates, TRITEC has developed, financed, constructed, and managed millions of square feet of commercial, medical, hospitality, retail, industrial, and multi-family space. TRITEC relies on Sage 300 Construction and Real Estate, and its partnership with Accordant Company, LLC to ensure its projects remain on time and within budget.

“We use Sage 300 Construction and Real Estate across our development, finance, construction, and property management divisions. With its power and flexibility, it functions very well for us,” says Rob LoScalzo, chief operating officer at TRITEC.

Change of Plans

A long-time user of Sage 300 Construction and Real Estate, TRITEC had been largely self sufficient regarding support of the product. However, when they found themselves at a crossroads, LoScalzo decided to call in some expert help. “We’d been using an add-on product for scheduling smaller jobs within our property management division, but the publisher announced it was no longer going to be supported. If we continued to use it, we wouldn’t be able to update our Sage 300 Construction and Real Estate program,” recalls LoScalzo. “We contacted Accordant to see if they could help us.”

Accordant had the answer — a new Service Management module now available for Sage 300 Construction and Real Estate.

Accordant worked closely with TRITEC to gain a full understanding of the company’s business processes and how those processes could be successfully accommodated with the Service Management module.

Service Solution in Place

TRITEC’s small-jobs division relies on Service Management to streamline dispatch, automate billing, fine-tune inventory, and improve its communication with customers, suppliers, subs and technicians.

Because Service Management is fully integrated and shares data with the Sage 300 Construction and Real Estate accounting modules, accounts payable vendor information, invoices, purchase orders, and other financial details only need to be entered in one location.

“Accordant was able to design a game plan to move us to the new software while preserving our existing functionality and adding new capabilities,” LoScalzo continues. “Our operations are complex, yet Accordant understood our business model and came up with a solution. We’re very pleased with the results.”

Customer:

TRITEC Real Estate Company, Inc.

Industry:

Commercial Developer

Location:

Hauppauge, New York

Web Site:

www.tritecrealestate.com

System:

Sage 300 Construction and Real Estate



Accordant

Creating harmony between people, business & technology

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Maryland

Connecticut

Michigan

Pennsylvania

Ohio

Nail the Estimates

Much of TRITEC's success comes from its ability to estimate its projects accurately — which it does with the help of Sage Estimating. “We have a five-person estimating department using Sage Estimating every day,” says LoScalzo. “Our ability to generate accurate bids quickly is a competitive advantage for us.”

The estimators are able to determine required quantities with extraordinary accuracy using the Cut and Fill component of Estimating. Cut and Fill quickly calculates cut, fill, and strip quantities by digitizing the boundary of work, contours, layers, and elevations for the existing and proposed surfaces. The software then determines the cut and fill quantities and graphically displays the results. “It’s been a huge aid in estimating projects with site condition issues,” explains LoScalzo. “We used it extensively on a project that had a \$2 million site package and it worked beautifully.”

The Future Looks Paperless

Currently, Accordant is working with TRITEC to roll out a full-scale document imaging solution LoScalzo is confident will streamline operations, reduce paperwork, and facilitate collaboration among departments.

End-To-End Solution

Sage 300 Construction and Real Estate forms the foundation of all business and accounting activities for TRITEC. Each of the company's divisions utilize some component of the software. From service call scheduling, through project estimating, down to behind-the-scenes financial reporting, Sage 300 Construction and Real Estate proves a true end-to end solution.

“We draw metrics and analyses from Sage 300 Construction and Real Estate to help us make more effective business decisions,” says LoScalzo.

Build a Partnership

“What makes Accordant different is the way they approach projects with an open mind and no preconceived ideas,” LoScalzo concludes. “We count on Accordant to provide us with proven technology that gives us a great competitive advantage. Accordant is a valued business partner — I recommend them unconditionally.”

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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.