Success Story

Mid-Atlantic Building Services Streamlines Operations with Sage Construction Management

"With everything in one platform, everyone can access what they need in their own individual capacities without being disjointed."

Shawn Peterson
Office Manager, Mid-Atlantic Building Services

The Challenge
Mid-Atlantic Building Services had a disjointed process for managing the project lifecycle. They were using a combination of QuickBooks, Excel spreadsheets, and email for project management, bidding, and financial tracking, which wasn't keeping up with their needs.

The Solution
Sage Construction Management is an all-in-one cloud platform built to handle preconstruction, project management, and financials for construction companies big and small.

The Result
Sage Construction Management provided a comprehensive solution to streamline processes, address operational inefficiencies, and improve project management. The solution delivers:

- Efficiency and cohesion throughout the bid management process and entire project lifecycle.
- Advanced reporting features that keep the team informed so they can execute tasks more effectively.
- Enhanced collaboration among project teams, keeping all stakeholders in the loop.

Sage

Company
Mid-Atlantic Building Services, LLC

Location
Virginia, USA

Industry
Construction

Sage Products
Sage Construction Management

MBS Mid-Atlantic Building Services
Commercial Construction

About Company
Mid-Atlantic Building Services, LLC is a general contractor offering commercial construction services and maintenance to building owners, property managers, and facilities in Hampton Roads.

Software Growing Pains
In a fast-paced industry like construction, schedules can make or break a project. The team at Mid-Atlantic Building Services understands this well and prides themselves on their keen attention to detail and careful control of scheduling, quality, and budget. However, their technology solutions have not always kept up with their demands.

They were using a mix of solutions including QuickBooks, Excel, and Outlook to manage their projects, including bidding and financials. While each solution worked on its own, they didn't always work well together, and left them with fragmented processes that wasted time, resulting in tedious and error-prone double data entry. As Mid-Atlantic Building Services continued to expand, it became increasingly evident that a single program encompassing all aspects of their administrative needs was necessary.

Finding the Right Fit
Shawn Peterson, office manager at Mid-Atlantic Building Services, along with ownership, looked for a solution that fit their needs and after researching several options, Sage Construction Management was the obvious winner. "It was clear that this was the package for us," recalls Peterson. "It can take us from the first subcontractor proposal through the last pay app to the client, and with everything in one platform, everyone can access what they need in their own individual capacities without being disjointed."

Peterson led the implementation effort, which she found to be very easy. The powerful and feature-rich solution met their needs and is intuitive and user-friendly. The team was impressed with the results.

Complete Project Lifecycle Management
Sage Construction Management brought cohesion to the project lifecycle, from the first subcontractor proposal to the final invoice sent to clients. All project-related tasks and data are now combined within a single platform, giving them real-time access to data so they always know where they stand on a project.

“Having all the features of Sage Construction Management encapsulated into one platform, and the ability for each person to access it as needed, streamlines our projects and saves us all time.”

Shawn Peterson
Office Manager, Mid-Atlantic Building Services

Efficient Bid Management
Bid management was a significant challenge for Mid-Atlantic Building Services before they made the switch to Sage Construction Management. Estimators used to send out invitations to bid, requests for proposals, and bids on Excel spreadsheets with no standardized protection or binding language.

With Sage Construction Management, bid management is now streamlined. Subcontractors submit their estimates through the TeamLink portal, which seamlessly feeds into project proposals they send to clients. They have the option to create multiple estimates from scratch, from imported spreadsheets, or from previous estimates, so they can bid with confidence.

Robust Reporting
The reporting feature in Sage Construction Management has also proved to be a powerful tool that the team utilizes frequently. “Our owner loves the reporting from Sage Construction Management. All the financial reporting gives her a snapshot of each project, but she can also drill down into it and get the details that she’s looking for,” says Peterson.

The team has come to rely on Sage Construction Management’s custom reports. Project managers, the back office, and the owner all have access to the information they need, when they need it. The reports have played an integral role in keeping the team informed so they can execute their tasks more efficiently and effectively.

Enhanced Collaboration
The unparalleled collaboration that Sage Construction Management delivers has been instrumental in keeping the team in sync. “Having all the features of Sage Construction Management encapsulated into one platform, and the ability for each person to access it as needed, streamlines our projects and saves us all time”, says Peterson.

The full-service platform not only improves collaboration among the Mid-Atlantic team, but it helps them keep all project stakeholders in the loop. The team works closely with building owners, property managers, and leasing agents to ensure that their scope of work and budgets are tightened up before work begins, resulting in fewer change orders.

With Sage Construction Management, Mid-Atlantic Building Services has successfully streamlined processes, enhanced bid management, enabled better collaboration, and improved overall project efficiency. Mid-Atlantic Building Services’ smooth project execution helps them consistently deliver for their clients, contributing to their continued growth and success.

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