Sage 100 Contractor

Customer Success

Sage 100 Contractor Powers Success for Dyna Electric Company

Dyna Electric Company, Inc. has earned a reputation for excellence in commercial, industrial, and new construction electrical contracting services. The company's experience and commitment to quality have helped it survive during good markets and bad. To meet the demands of an evolving construction marketplace, Dyna Electric Company must take advantage of the tools available to help its operation become more efficient. For specialty contractor Dyna Electric Company, Sage 100 Contractor is the tool of choice.

Low powered systems

The company had been using QuickBooks®, which met its basic accounting needs, but fell short when it came to managing its projects. "We needed a better way to track RFIs, submittals, change orders, and to track the specific costs and revenue associated with each job," explains Mike Zagorski, president of Dyna Electric Company. "We were using Microsoft® Word® or Excel® to create and manage many of the documents we needed, but that only created more systems that we needed to maintain."

Zagorski says the recent economic downturn convinced him it was time for a change. "We are still growing and our sales are up, but our profits have remained flat," he says. "That is the effect of this economy; there are more bidders for fewer projects, so profits are lean. We have to operate more efficiently to succeed in this market."

After a brief evaluation of construction software options, Zagorski purchased a popular construction software package. "Within a week I knew that it was a mistake," he recalls. "It did not fit our business and seemed inflexible and time-consuming to use. I ended up doing even more things on spreadsheets."

Lighting up operations

Zagorski then performed a more comprehensive evaluation of three construction software offerings. "I saw online demonstrations of two of them. United Solutions, Inc., representing Sage 100 Contractor, was the only vendor to meet with us in person."

"United Solutions met with us and really listened to what we wanted from the software. We did not feel pressured, on the contrary, we felt like they would not have sold us software if they did not think it would work for us. We felt confident with both the partner and the product and selected Sage 100 Contractor."

Customer:
Dyna Electric Company, Inc.

Industry:
Commercial Electrical Contracting

Location:
Manchester, Connecticut

Number of Locations:
One

System:
Sage 100 Contractor

Challenge

The company's QuickBooks software lacked the necessary project management and job costing tools. A substandard experience with another construction software application left the company searching for a robust, easy-to-use construction management solution to help it streamline its operations.

Solution

A comprehensive search led Dyna Electric Company to select Sage 100 Contractor as its construction software solution. The product's ease-of-use, comprehensive feature set, and strong product support resources make it an ideal solution for this electrical contractor.

Results

All job-related documents are stored within the software and are quickly and easily accessed. Comprehensive cost tracking and analysis tools allow Dyna Electric Company to ascertain the true costs of its labor and materials, make more accurate bidding decisions, and better manage its projects.

The business partner took a staged approach to implementation. They began by implementing the core product functionality, with the more advanced components to come later. "We were live two weeks after purchase," Zagorski explains. "We needed the basics up quickly so that we could keep on track with our projects."

Benefits of a construction-specific solution

Dyna Electric Company quickly began realizing the benefits of construction-specific software. " I can open a job and have access to every document associated with the project. Plus, I can see estimated and actual costs for overhead, parts, and labor," explains Zagorski. "When we enter an accounts payable invoice, the costs are automatically posted to the job. Open change orders and submittals are there where I can monitor their status. We are so much less likely to overlook something with an integrated system like this."

Now this electrical contractor is able to collect data about its jobs that was lost before. "We are able to account for both labor and burden," Zagorski says. "Using the real cost of our resources, we can do a better job of estimating future projects, ensuring we bid competitively, yet profitably."

More than just software

Zagorski appreciates the resources available to him: business support from a business partner who understands his business and his industry, and product support from the award-winning customer support team at Sage. "I receive both product and business support," he says. "It is a value above and beyond my expectations."

The business partner is able to offer tailored services to help personalize the software to meet Dyna Electric Company's needs. For example, United Solutions customized the Sage 100 Contractor Certified Payroll Report to meet the unique requirements of the State of Connecticut. "Previously, we were completing this form manually," says Zagorski. "Now it is produced by the software and all we need to do is sign and submit it."

> "We don't look at Sage 100 Contractor as overhead—it is helping us to be more efficient, and our jobs more profitable."
>
> Mike Zagorski, President
> Dyna Electric Company, Inc.

More proactive and effective

"We are still new to Sage 100 Contractor, but I anticipate that it will help make our projects more profitable," says Zagorski. "By centralizing all of our job information, including email messages and scanned documents; and by tracking open, pending tasks like change orders and submittals, we are already more proactive and effective."

With the tools Sage 100 Contractor offers, Dyna Electric Company is able to optimize its operations to improve efficiency, productivity, and profitability.

"We don't make money in the office, we make money by successfully completing jobs," Zagorski concludes. "We don't look at Sage 100 Contractor as overhead—it is helping us to be more efficient, and our jobs more profitable."

About Sage Construction and Real Estate Solutions

No matter where your business fits into the building lifecycle—new construction, service and maintenance, or property management—Sage offers a range of innovative software solutions that will fit your needs. With more than 20,000 customers, Sage construction software and real estate solutions are backed by more than 40 years of experience and award-winning support.

Sage Construction and Real Estate Solutions is part of Sage North America and The Sage Group plc, a leading global supplier of business management software and services. Sage North America employs more than 4,000 people and supports nearly 3.1 million business customers.

For more information about Sage Construction and Real Estate Solutions, visit www.SageCRE.com or call 800-628-6583.

Sage Construction and Real Estate
15195 NW Greenbrier Pkwy
Beaverton, OR 97006-5701
www.SageCRE.com

sage