



MELDING HISTORICAL RENOVATION WITH MODERN TECHNOLOGY

using Sage Estimating and Sage 300 Construction and Real Estate

Wilson-Covington Construction Company has built a reputation for integrity and high quality work—and a powerful software duo form the cornerstone of its successful operation.



Customer

**Wilson-Covington
Construction Company**

Industry

Construction

Location

Winston-Salem, NC

System

**Sage Estimating
Sage 300 Construction
and Real Estate**

Wilson-Covington Construction Company has been building its reputation for integrity and high quality work since 1947. The company has a talent for melding modern construction technology with historical preservation, winning a number of awards for its efforts. Nearly a decade ago, Wilson-Covington Construction implemented Sage 300 Construction and Real Estate and Sage Estimating—a powerful duo that form the cornerstone of this successful company’s operations.

Integrating the whole business

“A big asset for us is the integration of all aspects of our construction operations,” explains Hayes Wauford, executive vice president of Wilson-Covington Construction. “From estimating, through project management, job costing,

accounting, payroll, and service management, Sage 300 Construction and Sage Estimating have us covered. We moved from a smaller accounting application that wasn’t designed for construction companies, and honestly, I don’t know how we managed.”

Once a job has been won, the estimate details flow from Sage Estimating into Sage 300 Construction Job Cost, eliminating the redundant data entry required when using disparate systems. “With Sage, we’re able to better manage our project from start to finish. From project estimating, through construction, billing, and closeout, all of our data is in one integrated solution.”

Employee labor hours are entered into Sage 300 Construction, and the costs flow correctly into the job or



work order and appropriate cost codes, ensuring payroll data is ready for processing and that each project accurately reflects current labor costs.

Wauford says he appreciates the controls built into Sage 300 Construction. "We can configure the software to require management approval of an invoice that would put a job over budget, for example."

Timely access to all aspects of job-related data helps the company's management team and its project managers stay in front of project happenings. "We can easily track project costs on a weekly, or even a daily basis, to help us stay ahead of potential problems and delays, Wauford adds. "And I like that I can review the financial data for various aspects of the business—construction, service, and property management—both individually and in consolidation."

Don't underestimate the power

"Like many construction companies, we used to rely on Excel for estimating, but the risk of mistakes was high, and even a small mistake could prove very costly," explains Wauford. "We knew we needed to bring better technology to this task."

Wilson-Covington Construction selected Sage Estimating for its versatility and scalability, in addition to its tight integration with Sage 300 Construction.

"Other estimating applications were specific to either residential or commercial construction," Wauford explains. "We work in both markets, and on projects that range from just a few thousand dollars up to \$7 million or more, so it's important to us that Sage Estimating handle anything we throw at it. And it does."

In addition to Sage Estimating and Sage 300 Construction, Wilson-Covington Construction uses On-Screen Takeoff to produce quick and accurate digital takeoffs.

"These tools allow our estimators to be more efficient—saving time, increasing overall accuracy, and eliminating much of the paper associated with estimating," Wauford adds.

Streamline service management

The company provides maintenance and repair services to more than 6,000 multi-family housing units, and generates in excess of 11,000 work orders in any given year. Managing a complex operation like this takes keen organizational skills and powerful, flexible software tools.

"We use Service Management, a component of Sage 300 Construction," says Wauford. "With it we can track service calls, dispatch personnel, collect labor hours and parts used, and invoice the customer. We like that we can customize the invoices to match what each of our customers likes to see. And just like Sage Estimating, the data we enter here flows into the appropriate places in Sage 300 Construction—so we don't have to re-enter anything."

In Sage 300 Construction and Real Estate and Sage Estimating, Wilson-Covington Construction has a technology solution that integrates its operations, providing a firm foundation for building excellence.

"From estimating, through project management, job costing, accounting, payroll, and service management, Sage 300 Construction and Sage Estimating have us covered."

Hayes Wauford, executive vice president, Wilson-Covington Construction Company