

# Sage Construction Anywhere keeps Pinnacle/CSG productive in the field

## Solution pays for itself in days



### Customer

Pinnacle Construction Support Group, Inc.

### Industry

Commercial construction

### Location

Tallahassee, Florida

### System

Sage Construction Anywhere  
Sage 300 Construction  
and Real Estate

Pinnacle Construction Support Group, Inc. (Pinnacle/CSG) is a full-service general contracting, design/build, and construction management firm headquartered in Tallahassee with projects throughout the southeast and in California. Pinnacle/CSG's clients range from Fortune 500 companies to local and regional governments, and its projects include schools, highway construction, and commercial facilities.

In a continual effort to deliver measurable value to its clients, the company has chosen to invest in technology tools that streamline operations, boost efficiencies, facilitate communication, and increase productivity. Sage 300 Construction and Real Estate (formerly Sage Timberline Office) and Sage Construction Anywhere form the foundation of that technology tool set.

### Cover the entire organization

Pinnacle/CSG implemented Sage 300 nearly eight years ago, and continually

updates and adds to the solution as new functionality and companion products become available. The result is a highly integrated solution that helps run all business units within the company.

"We use Sage 300 in accounting, job costing, human resources, business development, estimating, and risk management," explains Cory McFarlane, chief visionary at Pinnacle/CSG. "It covers the entire organization."

More recently, Pinnacle/CSG added Sage Construction Anywhere to its toolbox, and the results have been dramatic. Sage Construction Anywhere is an easy-to-use, cloud-based solution that provides user access to Sage 300 data anytime, anywhere.

### Empower field personnel

"What we've done is harnessed technology in our business," explains McFarlane. "Applications from Sage allow us to leverage a lean office staff, enabling us to effectively support and assist our field personnel."



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close out a project."

Maggie Anderson  
Vice President of Project Delivery  
Pinnacle Construction Support Group, Inc.

### Challenge

As a busy general contracting firm with projects in multiple states, Pinnacle/CSG needs effective tools to help drive critical job data into the hands of staff that needs it, while maximizing productivity and reducing staff overhead.

### Solution

Sage Construction Anywhere delivers anytime, anywhere data access to the company's field personnel.

### Results

Work-delaying misunderstandings or disputes may be settled in the field. Timecard data is collected in just a few clicks on an iPhone or iPad. The solution paid for itself in just days.

“The monthly cost for our use of Sage Construction Anywhere is minimal—in fact I don’t know how Sage can offer this much for such a low cost. I could say it truly paid for itself in two or three days.”

Cory McFarlane  
Chief Visionary, Pinnacle Construction Support Group, Inc.

On the job site, Sage Construction Anywhere provides workers in the field with immediate access to budget, costs, and more. “Sage Construction Anywhere provides me with immediate access to our data in the field. If cost issues come up with subcontractors, if I need to check on a budget, or if I need to see where our spending is going, I can do that—from anywhere,” says Maggie Anderson, vice president of project delivery.

The company utilizes iPhones, iPads, and tablet PCs to put the power of Sage 300 into the hands of its superintendents and project managers in the field. “It really allows our back office systems to reach out into the cloud, providing everyone with the access they need, 24 hours a day,” adds McFarlane.

#### Automate labor data collection

Before the company implemented Sage Construction Anywhere, employees would fill out a timecard, some using Excel and some using paper, that would be scanned and sent by email to the office.

Now, employees can enter their time in just a few clicks from their iPads or iPhones. “A process that may have taken 10 minutes before now takes just seconds,” says McFarlane.

#### Keep the job moving

Anderson says that Sage Construction Anywhere has proved an invaluable tool for settling subcontractor disputes or misunderstandings in the field: “A subcontractor may have submitted a change order and then say they never received an executed copy. I can pull up my reports and show them that it has been issued. The issue is settled right there. Everyone can go right back to work. It saves a day or two of searching for paperwork.”

#### Cut weeks off project close cycle

Sage Construction Anywhere is positively affecting Pinnacle/CSG’s bottom line dramatically, and one area where it’s making a substantial difference is during the project close out.

“When it comes time to close a project, I can access real-time information instantly,” explains Anderson. “As a result of this comprehensive access, we have cut weeks off the time it takes us to close out a project.”

#### Paid for itself in days

“The monthly cost for our use of Sage Construction Anywhere is minimal—in fact I don’t know how Sage can offer this much for such a low cost. I could say it truly paid for itself in two or three days,” concludes McFarlane. “We look forward to every new release for additional functionality that adds to the overall benefit.”

#### About Sage Construction and Real Estate Solutions

With more than 40 years of industry experience, Sage keeps projects moving with the most job-ready and people-connected solutions for construction and real estate. Its 40,000 customers use Sage to manage more than 400,000 jobs, 5.7 million subcontracts, and 622,000 rental units each year. To learn how Sage can help your organization, visit [www.sagecre.com](http://www.sagecre.com), call 1-800-628-6583 or contact a Sage Business Partner.

Sage  
6561 Irvine Center Drive  
Irvine, CA 92618-2301

866-996-7243

[NA.Sage.com](http://NA.Sage.com)