

E-book

10 Reasons General Contractors Choose Sage

Sage



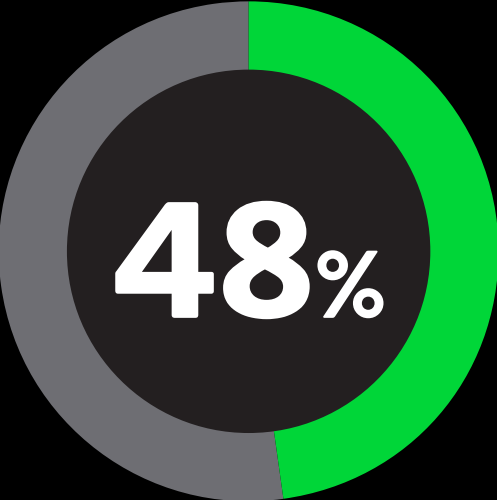
As a general contractor

you know first-hand how demanding and nuanced the construction industry can be. You also know that the right software can make all the difference in your productivity and business growth — and making a switch is a big decision.

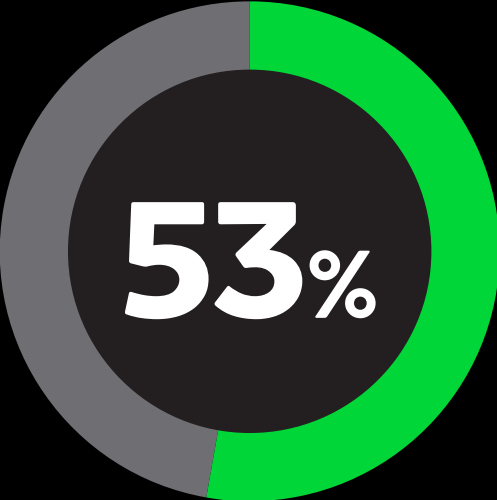
If you're considering a move to new software, choosing a vendor who knows construction and has a rock-solid track record of supporting general contractors is key. Read on to learn why GCs trust and choose Sage.

1. Over fifty years of trust and innovation as a leader in construction technology

Going back to the days of Timberline, Sage has more than 50 years of construction experience and is the #1 provider of accounting and estimating solutions in the industry. In fact, more than 50,000 construction businesses trust Sage with their preconstruction, finance, and operations software needs.



48% of the ENR Top 400 contractors use Sage



53% of the BD&C Giants Top 115 contractor firms use Sage

More than **50,000** construction companies rely on Sage



Sage offers the broadest end-to-end native cloud solution built specifically for construction. Year after year, Sage is recognized as a leader in construction technology — but don't just take our word for it:



Sage Intacct is the first and only preferred provider of the AICPA



Sage Intacct is a Leader in the new IDC MarketScape: Worldwide SaaS and Cloud-Enabled Midmarket Finance and Accounting Software Vendor Assessment



Sage Intacct Construction is one of Constructech's top products for 2025



Easiest to use Project-based ERP, G2, Winter 2025



Buyer's Choice, TrustRadius, 2025



Sage is one of Construction Executive's top technology firms

2. Complete solutions to conquer your biggest business challenges

We offer software that solves your toughest challenges throughout every phase of construction, from preconstruction to closeout and everything in between.



Preconstruction



Construction Management



Financial Management

These solutions have helped customers save hundreds of hours, avoid error-prone work, improve communication with field teams, make informed decisions with real-time data, and more.

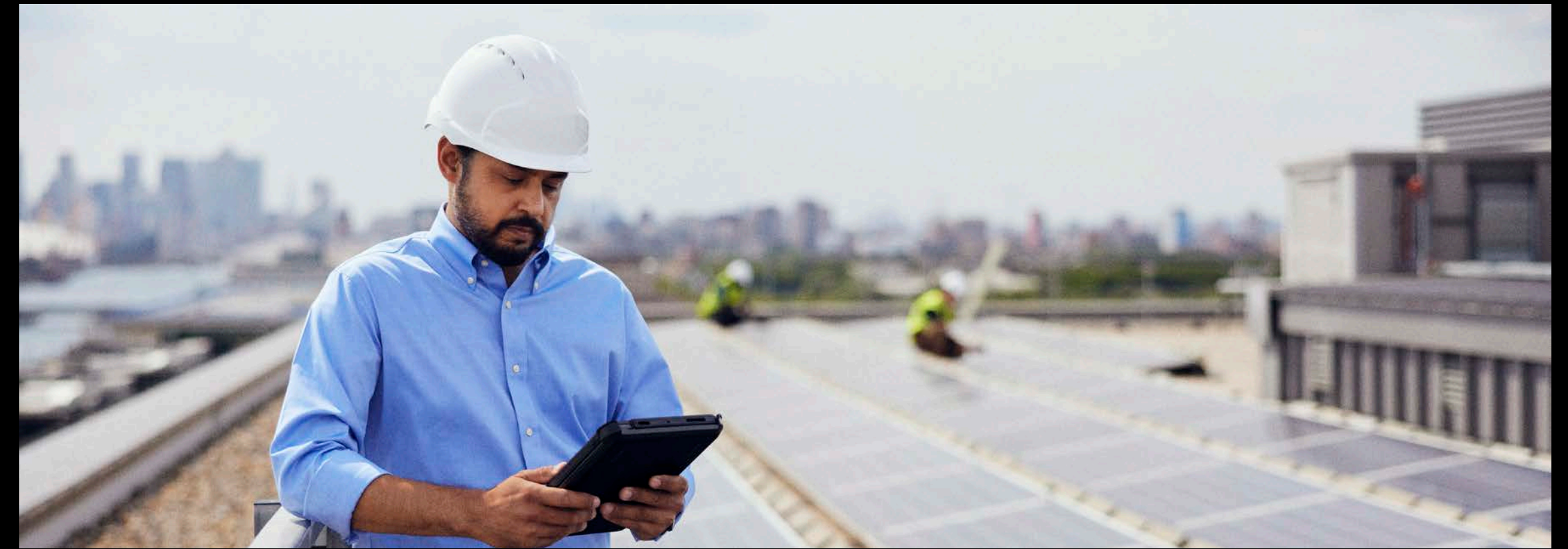
Our core products for general contractors come in customizable packages designed to fit your specific business needs. Along with flexible add-ons, we'll help you create a solution that works seamlessly for your entire operation.

3. Powerful preconstruction products

Whether you're tracking new opportunities, putting together detailed estimates, or ramping up for construction, our comprehensive preconstruction solutions arm you with what you need to get things off the ground.

Sage Construction Management offers a strong foundation for preconstruction, with tools for lead tracking, bid management, estimating, revenue forecasting and more.

Sage Estimating provides even more advanced estimating capabilities, including built-in cloud-based bid analysis tools. Plus, we offer AI-powered takeoff solutions that seamlessly integrate with Sage Estimating.



- Optimize your sales strategy and forecast revenue potential with centralized lead and opportunity tracking.
- Improve project estimation accuracy with AI-powered digital takeoff and estimating tools.
- Save time and crush bid day with sophisticated bid analysis tools, and easily convert won bids into projects.
- Precisely plan and staff your jobs and monitor all opportunities including related proposals, estimating, and bid activities.

“Sage Estimating gives our work instant credibility. It’s the gold standard and is recognized and trusted by professionals throughout the construction industry.”

—Terry Rubke, founder and president, T.K. Rubke



4. Unrivaled financial management

Sage Intacct Construction, our cloud accounting software, is designed to take the pain and inefficiency out of financial management.

Gain total visibility into the financial health of your projects and business with customizable reporting features, multi-entity consolidation, a dimensional general ledger, comprehensive job costing, automated revenue recognition, and so much more.

As the first and only accounting solution preferred by the American Institute of Certified Public Accountants (AICPA), it's no surprise that the industry considers Sage the #1 provider of construction finance management software.



- Achieve accurate job costing and budget management with real-time cost tracking across multiple projects.
- Connect purchase orders, work orders, time and materials, and jobs to quickly and accurately create invoices — increasing cash flow and providing greater financial flexibility.
- Increase efficiency and accuracy with automated WIP reporting, eliminating the need to combine numbers in separate spreadsheets and maintaining cash flow and compliance.
- Create customizable dashboards to provide quick access to critical project and financial insights, enabling faster, data-driven decisions.

“Sage has so many different levels of data that you can pull from. Even if it is something you don’t need now, it sets you up for potential growth in 5 to 10 years.”

– Morgan Schweitzer, controller, Lunar Companies



5. Automated WIP management

Sage Intacct Construction's automated work in progress (WIP) feature is the most powerful solution on the market, revolutionizing WIP reporting for contractors with unparalleled efficiency and accuracy.

By automating overbilling and underbilling general ledger transactions, you'll gain superior financial control, enhance cash flow management, and ensure compliance.



- Automatically create and manage overbilling and underbilling GL transactions.
- Automate your monthly WIP statement, eliminating the need for combining numbers in separate spreadsheets.
- Allow WIP to be performed by sub-job and simplify last-minute changes.
- Access historical WIP data by job and gain real-time insights into project progress and financial health.

6. End-to-end construction management

Sage Construction Management allows project managers to control all project operations from a single, intuitive platform. Track leads and estimates, deliver projects on time and on budget, reduce risk, and maximize profits.

Built for collaboration and mobility, you can make quick and informed decisions with real-time project information, access the platform anytime and from any device, and keep project teams working in sync.



- Manage leads, estimates, drawings and specs, change orders, schedules, and more, all in one place.
- Access real-time project data and generate actual and anticipated cost reports so you can make financially sound decisions, mitigate risk, and protect profitability.
- Create detailed and customizable reports showing labor, materials, work in progress, and more.
- Easily and securely share project information and resources with external team members.

“With Sage Construction Management we don’t waste time on double data entry or worry about information silos. Everyone knows where to find something and can trust that they’re relying on the most up-to-date information.”

–Chris Donatelli, president, Donatelli Builders



7. Proven track-record helping firms grow profitably

Embraced by construction businesses of all sizes and specialties, more than 50,000 customers rely on Sage's trusted and innovative solutions. Here's how general contracting company ACT Construction leveraged Sage Intacct Construction to support their growth.



Challenge

ACT Construction grew from \$30 million to \$100 million in 8 years. As projects, employees, and financial paperwork expanded, so did the number of Excel spreadsheets and disparate software used to manage its finances.



Search

ACT needed an access-anywhere cloud-based solution to consolidate multiple projects' financial data that could evolve with the business, with strong reporting so project managers could stay on time and on budget. After booking a demo, they adopted Sage Intacct Construction.



Results

- **Customizable reports:** The project managers were able to drill down and see projects in detail, tailored to the construction industry.
- **Real-time updates:** Managers can now get the latest information wherever they were, helping them make more agile decisions.
- **Scalability:** Not only does Sage Intacct Construction meet the current needs of ACT, but the scalability and open API allows the software to keep up with the company's future ambitions.

“We’re always looking to grow our company in volume, customers, and people to match what we can do. Sage meets that demand. I’ve been looking for this for 20 years.”

— Joe Murray, CEO, ACT Construction



8. Built for the cloud and constantly innovating

Sage has over 20 years of experience as an early innovator in cloud financials. Our construction-specific solutions were born in the cloud and continue to lead the industry with cutting-edge technology such as artificial intelligence and machine learning.

While other vendors talk about the future of AI on their roadmap, we're leading the charge and already delivering.



- Digital connections and open APIs provide flexibility for construction companies that rely on a wide range of systems to run their business.
- Our multi-tenant true cloud foundation means you'll never have to worry about being on the latest version of our software or deal with complicated and expensive upgrades.
- We have the key framework in place that allows artificial intelligence and machine learning to provide speed, accuracy, and insights — taking your business and team capabilities to the next level.

9. The power of choice and flexibility

Your business has unique needs, and we know that software isn't one size fits all. That's why we offer our products available as custom packages or a la carte depending on your requirements.

And while Sage offers the most complete solution on the market, we're committed to being an open platform and continuing to grow our ecosystem of partner solutions — like Autodesk, TimberScan, Procore, and others — that seamlessly integrate with Sage products.

Our priority is to provide you with the power of choice — the simplicity to choose Sage's all-in-one construction solution, and the flexibility to select the right mix of integrated products that make sense for your business.



10. The largest partner network in the industry

We get it — taking the leap to invest in new software can feel overwhelming. Having a partner that understands how you do business is key to ensuring your success. We're proud to have built the largest and most experienced partner network in the construction industry, which means you'll have experts by your side during your software transition who have worked with GCs just like you.

What makes our partners exceptional is their commitment to going beyond implementation — helping you meet your goals, sharing best practices, and accelerating your growth.



“This was the sixth or seventh software implementation I’ve been through. The team at our Sage partner was the best I’ve ever worked with.”

—Morgan Schweitzer, controller, Lunar Companies

Closing

General contractors choose and trust Sage because of our leadership in construction technology for over 50 years, our comprehensive set of software solutions that solve our customers' toughest problems, and our commitment to constant innovation. Coupled with our partner network, customers see impactful results and can trust that they're set-up for long term growth and success.

Join over 50,000 construction companies who trust and rely on Sage.





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