



Growth Fuels the Need for Change

Lunar Companies has experienced tremendous growth in the last few years. They added a transportation division, expanded throughout the region, and more than tripled their annual revenue. While the team was ready to keep the momentum going, it was clear that QuickBooks couldn't keep up with their accounting needs. They began their search for a construction-specific solution with thorough job costing, labor, and equipment tracking, that could be used on multiple job sites, for multiple divisions, in multiple states. After researching 14 different technology companies, they initially chose Acumatica -- but things didn't go as planned.

Not all Solutions are Created Equal

After five months and tens of thousands of dollars in unexpected fees, they still didn't have a go-live date for the implementation. The company hired a new controller, Morgan Schweitzer, who took the reins in getting the new software operational to provide the financial reporting and forecasting the team needed. However, it soon became clear to Schweitzer that the new solution couldn't deliver the functionality they were looking for, such as breaking down job costs the way they wanted and comparing their profitability on different job sites in different states.

Schweitzer had a discussion with the owner of Lunar Companies, in which she laid out how their current accounting solution was setting them up for failure. They made the difficult decision to accept the sunk cost of Acumatica and begin the process over with a new accounting solution that could deliver the functionality they needed.

The Path to Sage

Schweitzer knew the stakes were high to get it right this time. "If I could give anyone a piece of advice when looking for new software: you have to know why you want a new solution, and exactly what you want that software to do," says Schweitzer. She knew she wanted software that could produce the reporting the company was after, could track multiple divisions across multiple locations, and was cloud-based to give the team the flexibility to work and collaborate remotely. After talking to some peers, and as a previous Sage user herself, she turned to Sage Intacct Construction.

Trust and Innovation

Sage Intacct Construction is a native-cloud financial management solution purpose-built for the construction industry, combining Sage's more than 50 years of construction technology experience with the only cloud accounting software preferred by the AICPA. Features such as real-time visibility, reporting, and insights, a dimensional general ledger, customizable dashboards and reporting, and comprehensive job cost tracking and billing, appealed to Schweitzer. However, Schweitzer needed to be absolutely certain Sage was the best fit for their needs. To do this, she relied on Sage's network of business partners – the largest and most trusted in the industry – and was connected with Accordant.

A Partner in Success

Before making a final decision, Schweitzer met with the implementation team at Accordant to get a clear understanding of solution capabilities and what the implementation process would look like. Accordant understood what Schweitzer and the team were looking for and developed a plan to streamline the implementation process and get Lunar Companies live and operational in a condensed time frame. Within four months, Schweitzer was able to easily enter their financial information into Sage Intacct Construction and start producing the exact reporting Lunar Companies had been promised by other accounting solutions but had never materialized. "This was the sixth or seventh accounting software implementation I've been through, and the team at Accordant was the best I've ever worked with," said Schweitzer.

Delivering Results

Sage Intacct Construction checked all the boxes and delivered the reports and insights the team had long searched for. Schweitzer and the team can now put dimensions on transactions and slice and dice data in different ways to get detailed insights into their different projects, locations, and divisions. Sage Intacct Construction also delivered added benefits they didn't even know they needed. "We had been tracking all our vendor compliance information in Excel spreadsheets but now we have all of our vendor information in the same software as our accounting, which is a nice perk," said Schweitzer.

Primed for Growth

Lunar Companies found the perfect fit in Sage Intacct Construction. The open API allows them to integrate with other solutions they are using and gives them the flexibility to build out their tech stack as their needs change. And there's still room to grow. "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," adds Schweitzer. "Sage Intacct Construction provides the framework and now we just get to grow on it, which is great."



“When it comes to working with a partner versus going directly to a vendor, I’ve had positives and negatives on both sides. But if I had to do it all over again, I would definitely go with another partner as it feels more personable.”



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