

## Success Story

# ACT Construction Streamlines Projects with Sage Construction Management



### The Challenge

ACT Construction needed a connected system to manage the full project lifecycle, from lead tracking and estimating to job setup and billing. Their previous tools relied on manual workarounds and duplicate entry, creating friction between operations and finance.



### The Solution

By implementing Sage Construction Management (SCM) alongside Sage Intacct Construction, ACT created a seamless, integrated workflow that connects estimating, project management, and financials in real time.



### The Result

With both systems working together, ACT Construction has streamlined operations, improved visibility, and reduced manual effort:

- Eliminated duplicate entry through AP/AR integration between SCM and Intacct
- Simplified handoff from estimating to live project setup
- Enabled real-time alignment between project teams and finance
- Delivered role-specific dashboards to drive smarter, faster decisions

# Sage

**Company**  
ACT Construction

**Location**  
Texas, USA

**Industry**  
Construction

**Sage Products**  
Sage Intacct Construction and  
Sage Construction Management



### About ACT Construction

ACT Construction, a Texas-based general contracting company, has completed thousands of retail and commercial construction projects throughout the United States.



As CEO of ACT Construction, Joe Murray understands the value of clean data, connected systems, and complete project visibility. For years, he struggled to find software that could bring all of that together—until discovering Sage Construction Management.

Joe had already implemented Sage Intacct Construction and had invested heavily in customizing reports and dashboards to support his team. But project management still felt disconnected. Leads, estimates, and job data lived outside the system, and the accounting team was constantly chasing updates from the field.

That changed when ACT Construction added Sage Construction Management.

#### **A Full Project Lifecycle in One System**

Today, ACT Construction tracks every opportunity, from the first lead to final billing within Sage Construction Management. Estimators upload completed estimates to the opportunity record in SCM, and every lead is logged and tracked in one place. Once a project is awarded, Joe's team seamlessly converts it from an estimate to a live job, without re-entering data or switching systems.

Project details, budgets, and contract values flow automatically from SCM into Sage Intacct Construction, giving the finance team a clean starting point for billing, reporting, and job cost tracking.

Joe commented, "What I appreciate about Sage Construction Management is that it functions as a comprehensive end-to-end system."

**"I've been looking for this for 20 years. Sage Intacct Construction and Sage Construction Management working together. I think these two together are going to be as close as it gets to a complete solution."**

**Joe Murray**  
CEO of ACT Construction

### **Integrated Financials Without Double Entry**

One of Joe's biggest frustrations with prior systems was duplicate entry, especially for accounts payable and receivable. That's no longer a concern. With SCM and Intacct fully integrated, AP and AR activity flows automatically between the two systems, keeping project managers, finance, and leadership aligned with real-time data.

"The beauty of the whole thing is that it works with all of my AP and my AR in Intacct and the data then comes back into SCM," added Murray. That real-time integration has created significant time savings and fewer mistakes, while also helping ACT's back office and operations teams stay in sync.

### **Dashboards That Fit Every Role**

While SCM handles project setup and execution, Sage Intacct Construction remains Joe's go-to tool for visibility and reporting. He's built customized dashboards for estimators, project managers, accounting staff, and executives—each tailored to display the metrics and insights they need most.

From job costing and retainage to AP/AR tracking and billing status, the dashboards present information in a format that's both visual and actionable. "A quick visual speaks volumes," Joe explained, noting how helpful the dashboards have become across the company.

### **Looking Ahead**

ACT Construction now runs nearly every aspect of its operations through Sage Construction Management and Sage Intacct Construction. Joe credits the transformation with simplifying workflows, improving team communication, and saving hours of manual effort each week.

Just as important, he feels supported. Joe continues to collaborate with the Sage product team, providing feedback and helping influence future enhancements.

"They're giving me attention. They're allowing me to help them decide what to do—and they're doing it."

For the first time, Joe says it feels like his construction software mirrors how his business actually operates, and it's only getting better.

**"The beauty of the whole thing is that it works with all of my AP and my AR in Intacct and the data then comes back into SCM"**

**Joe Murray**

CEO of ACT Construction





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