Why Sage 300 CRE Users Look to Acumatica for Agility and Growth

BECOME MORE PROFITABLE AND SEIZE MARKET OPPORTUNITIES WITH A SCALABLE, COMPREHENSIVE ERP PLATFORM

Competition in the Construction industry is at a fever pitch. Between responding to RFIs, supplying reliable quotes in a timely fashion, keeping in compliance with all local, state, and federal regulations and completing all required paperwork, hiring vendors and subcontractors, managing project change orders, and meeting certified and union payroll requirements for the workforce, construction firms have a lot to get right. And they must do it profitably.

Even more fierce in today's business world is the global competition for attracting and retaining the best employees. The construction industry ranked 7th in the percentage of employees who quit their job as of September 2021.[1] Construction-based employers need employee-friendly tools and policies that appeal to a new generation of workers in the construction industry.

Look behind the IT firewall at many mid-sized construction firms, and you're likely to find a deployment of Sage 300 Construction and Real Estate software (Sage 300 CRE). It's a functionally-rich application for construction, built by construction experts over 45 years ago. Developed originally as Timberline Software in the 1970s, Sage 300 CRE claims over 15,000 customer installations worldwide.

But in today's rapidly-changing and fast-moving digital economy, are Sage 300 CRE customers getting enough from their system? The software platform is quite outdated, unintuitive, difficult to learn, and clunky to use. Younger employees are loathe to engage with it, which impacts recruiting and retention across its customer base. Moreover, Sage 300 CRE users are handicapped by high costs incurred by maintaining, integrating, and upgrading an on-premise system. Additionally, connecting Sage 300 CRE to other applications is fraught with challenges from fragile point-to-point integrations which often break during the upgrade process.

[1] https://fortune.com/2021/11/16/great-resignation-hitting-these-industries-hardest/

Access to the system for field workers at the job site presents huge difficulties and prevents real-time collaboration with the office.

That is why Sage 300 CRE customers have moved to Acumatica: To future-proof their businesses by leveraging cloud-native technology's efficiency, extensibility, and accessibility.

Acumatica Cloud ERP is designed to be a competitive asset—not an obstacle—for growing construction firms. Its award-winning usability fosters adoption across the company, and unlimited user licensing empowers all employees to contribute to company success. Acumatica is consistently rated high in usability by industry analysts and users. Advisory services provider Nucleus Research selected Acumatica as a market usability leader in their ERP Technology Value Matrix. The G2 user review site established Acumatica as a Leader in the G2 Mid-Market Grid Report for ERP Systems. In addition, Acumatica maintains a near-perfect Overall User Rating on the Gartner Peer Insights report.

Acumatica facilitates today's digital economy for all kinds of construction and field service operations. The modern technology platform supports today's digital business environment that seamlessly connects the front office with field personnel on-site. The modular architecture is easily configurable to tailor processes and compliance reports to the way you want to conduct business. The breadth and depth of native construction-specific functionality provide the ability to maximize profitability with all your projects. Plus, the system is available to you anytime, on any device, anywhere you have internet access using just a standard web browser (say goodbye to middleware).
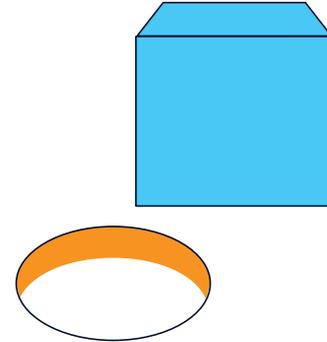
INSIDE THIS eBOOK:

You will read why Sage 300 CRE has not served you well in today's rapidly changing global market. You will see the obvious and subtle costs of continuing to rely on Sage 300 CRE as your technology infrastructure, including the high opportunity costs of lost revenue streams. Moreover, you will learn how Acumatica Construction Edition helps you overcome your legacy struggles and provides a future-proof platform that lets your company better serve your existing customer base and compete effectively for new customers and new markets.

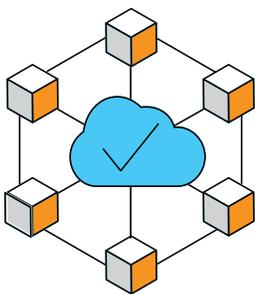## Hear How Customers Like You Have Thrived With Acumatica Construction Edition

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Grow and Evolve Your Business on a Future-Proof Cloud Platform

Older ERP applications such as Sage 300 CRE have aging technology platforms that lack native mobile capabilities and are designed for in-house deployment. These factors make real-time collaboration between the office and the job site extremely difficult and render connected workflow processes nearly impossible. The transfer of critical information from the office to the job site is crippled, hindering visibility and efficient decision-making between office staff, field teams, vendors, and subcontractors. Tracking operational activity and expenses between the field and the office requires manual tasks. Thus, Sage 300 CRE customers rely heavily on customizations and one-off integrations that are known to be fragile, expensive, and difficult to maintain—resulting in high licensing fees, software upgrade costs, and IT maintenance costs.

Acumatica's future-proof cloud platform and superior mobile technology centralize information from across the company into a single database that can be accessed anytime, anywhere, from any device, connecting the entire organization with a single source of truth and facilitating collaborative workstreams. Mobile access enables field supervisors to view job costs and budget data remotely, with drill-downs allowing them to see real-time project changes and profitability. With flexible approval workflows, job site labor records and expense management are streamlined through mobile time entry and expense receipt capture. SOAP and REST APIs connect top-tier construction management and estimating programs for best-in-class functionality in a single, cohesive platform configured to meet your organization's complex and evolving business needs—while reducing IT costs for one-off integrations and customizations.

The robust combination of configurable workflows, mobile management features, and rapid development and integration tools make Acumatica a unique business platform with the flexibility to support you as your business requirements evolve to take advantage of new market opportunities.

Acumatica's mobile app and open cloud architecture connect the office to the job site for real-time project data anytime, anywhere, on any device, and provide a single source of truth for the entire organization.

"Acumatica had the best roadmap, the best understanding of the construction industry, and the best user experience."

– SCOTT LYONS, CHIEF FINANCIAL OFFICER
  ALPHA INSULATION & WATERPROOFING INC.

HEAR WHAT OUR CUSTOMERS HAVE TO SAY:

"Having a solution that can communicate with other tools was a must. In construction, there are a lot of pieces and moving parts, multiple vendors and subcontractors, and different expenses and financial controls that need to be tracked and communicated in multiple places. Integration is essential."
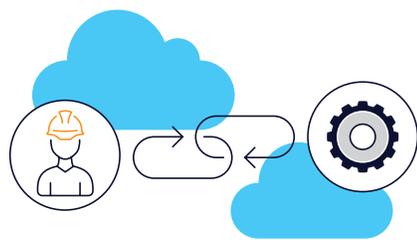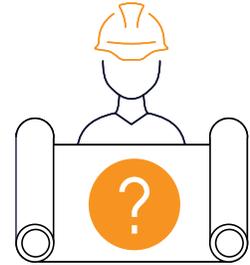
– BRUCE YOUNG, PRESIDENT & CO-FOUNDER
  CURRAN YOUNG CONSTRUCTION

Acumatica Unifies Business Processes with a Comprehensive System Designed for Construction Companies

Sage 300 CRE provides foundational support for construction operations. Yet, it lacks comprehensive financials, embedded CRM, complete document management, native integration with MS-Office, and multi-language capabilities. Without these features, construction companies cannot manage customer changes and engagements, provide needed documentation on projects, offer ubiquitous reporting and collaboration across staff and contractors, or pursue market opportunities in new geographies. This, combined with the inability to track other key project metrics, leads to uninformed decisions and missed opportunities to improve processes, save money, and grow revenue.

Acumatica Construction Edition includes powerful project management, comprehensive financials, role-based dashboards, document management, and robust reporting. Dashboard drill-down reports identify real-time changes in project scopes, labor, materials, and equipment, resulting in more informed decisions, tighter project controls, and larger returns. Native CRM and Field Services modules allow construction companies to manage opportunities and project bids and see critical prospect and client information without leaving the application. Keep compliant with lien waivers, safety notices, OSHA compliance, insurance policies, and AIA bills and reports. Leverage best practices from embedded CFMA benchmarks within the Acumatica system.

✓ **Job Cost Accounting**

✓ **Certified Payroll**

✓ **AIA Reporting & Billing**

✓ **CFMA Benchmarking**

✓ **Built-In CRM**

✓ **Full Project Management**

✓ **Available Field Services**

✓ **Inventory Management**

✓ **Compliance Management**

✓ **Contract Management**

✓ **Daily Field Reports**

✓ **Drawing and Photo Logs**

Sage 300 CRE has excelled in serving the construction market for over 40 years. The system has allowed your business to compete effectively in a highly competitive industry. But the need for better collaboration, field access, reporting, and value for your annual spend on Sage 300 CRE should invite you to consider newer, more efficient applications. Acumatica has functionality to support contractors, home builders, sub-contractors, and land developer—and some features that are unmatched by Sage 300 CRE.

FEATURES	Sage 300 CRE	Acumatica
CORE FEATURES		
Job Costing	✔	✔
Payroll	✔	✔
Project Management	✔	✔
ADVANCED FEATURES		
Compliance Management	✔	✔
Sub-Contract Management	✔	✔
Retainage	✔	✔
Field Service Management	✔	✔
Construction-Specific Reporting (AIA, Bonding, and Substantiated Billing)	✔	✔
ProCore Integration	✔	✔
ProEst Integration	✖	✔
CFMA Benchmark Integration	✖	✔
Document Management	✖	✔
Mobile Application	✖	✔
Role-based dashboards	✖	✔

Read and watch how construction firm Spohn Associates streamlined their month-end close across five companies, took on larger projects, and lowered their corporate risk by switching to Acumatica.

LEARN MORE >

Acumatica Takes a Customer-First Approach as its Go-To-Market Strategy

Sage 300 CRE does not get the same care and attention as Sage's newer, cloud-based applications. Sage's R&D investments, reselling partners, and third-party developers have shifted their focus to cover Sage Intacct and Sage X3. Your maintenance and support dollars are being diverted to other products, with little investment in the ERP platform you use to manage your business today. Sage encourages Sage 300 CRE users to migrate to Sage Intacct Construction, which has inferior capabilities given its recent market debut (March 2020).

The appeal of modern platform technologies and robust, connected application suites has value-added resellers rounding out their software portfolio with competing products. More products mean less focus on you, the partners' existing customer base. The market appeal of cloud-native ERP systems is also a strong signal that legacy software is on borrowed time.

Meanwhile, the Acumatica licensing model, data policies, and support mechanisms are designed to meet the needs of customers, not shareholders, and are unrivaled in the industry. Acumatica's "Customer Bill of Rights" is a commitment to provide fair, respectful, and mutually advantageous policies to every customer, which is unique among ERP vendors.

SIMPLIFIED MIGRATION PATH

Acumatica's rapid implementation program and data migration utilities ease the burden of system and data migration activities, resulting in lower costs and accelerated implementations. Acumatica's import and export tools streamline the porting of data from Sage 300 CRE to Acumatica.

FLEXIBLE DEPLOYMENTS & GROWTH-FRIENDLY PRICING

Choose between a public cloud or private cloud deployment based on your current business needs—and change later if your business changes. Unlimited user pricing enables growth without penalizing you for adding more users to your system.

DUAL LAYERS OF SUPPORT

Acumatica supports the best reseller and developer network in the industry. Many Sage 300 CRE partners are also Acumatica partners, making it easy for Sage 300 CRE users to retain a close relationship with their current business partner and also help with systems migration.

Acumatica includes native applications for email, compliance, cost management, time management, project management, and approval workflows, among many other tasks. Integrations with critical work tools such as Teams, Adobe Document Cloud, and Adobe eSign allow uninterrupted collaboration, document reviews, contract management, and approval processes.

"We had been using a legacy [Sage 300 CRE] software package when we found Acumatica Construction Edition, and it is a perfect fit. It's a modern cloud solution that handles our manufacturing, service, distribution and construction business in one cohesive integrated solution allowing a seamless flow of data."

– RON FAIRCHILD, CFO, TEXAS SCENIC CO.

HEAR WHAT OUR CUSTOMERS HAVE TO SAY:

"There is a lot to like about Acumatica and I love that they are quickly growing. I like that they are putting money back into the solution to make it better for everyone. We now have a business solution that we know is going to continue to improve over time."

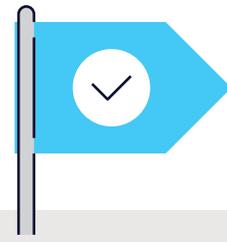– STEVE SLAUGHTER, PRESIDENT/CEO, FREDERICK BLOCK, BRICK & STONE

Summary

Sage 300 CRE has outlasted its useful life, especially as Sage turns its attention to its cloud-based portfolio. The time is now to consider modern solutions to help your construction business grow.

Acumatica Construction Edition is the clear choice for growing construction companies that want to run their businesses effectively and gain operational efficiencies for profitability and growth. It includes certified payroll, project management, compliance management, robust financials with job cost accounting, document management, industry reporting, and native CRM.

Eliminate data silos, capture data faster, and increase collaboration between the job site and office. Connect to top-tier construction management and estimating programs for best-in-class functionality in a single, cohesive platform explicitly configured to meet your organization's needs.

Designed for mobile accessibility anytime, anywhere, on any device, Acumatica provides the construction industry with the tools to navigate their complex business needs and thrive in the new digital economy.

> "With Acumatica we have a single source of truth that's actionable, which cuts down on errors, cuts down on confusion, and ultimately makes us more profitable."
>
> – SHEL WAGGENER, PRESIDENT AMERICAN ASPHALT REPAIR & RESURFACING

Acumatica
The Cloud ERP

Acumatica Cloud ERP is a comprehensive business management solution that was born in the cloud and built for more connected, collaborative ways of working. Designed explicitly to enable small and mid-market companies to thrive in today's digital economy, Acumatica's flexible solution, customer-friendly business practices, and industry-specific functionality help growing businesses adapt to fast-moving markets and take control of their future.

For more information on Acumatica, visit www.acumatica.com or follow us on LinkedIn.