



sage

Sage 100 Contractor

Formerly Sage Master Builder



CPA  Technology
How does your software measure up?



Beyond the basics

Move your contracting business to the next phase of growth.

When you were taking your first steps as a contractor, you may have gotten along fine with a spreadsheet and some basic bookkeeping software. But now, the stakes are higher. You're dealing with more projects. More details. More complexity. The need for construction-specific software to help you manage it all and ensure your company is profitable has never been greater.

Start your next step with Sage 100 Contractor. It goes beyond basic accounting, putting you in total command of your projects. Discover what you can do with information that flows seamlessly from the estimate to the job site to the financial statement. See what happens when you can manage accounting, project management, estimating, and service management tasks all in one place. Get to know Sage 100 Contractor.

“Sage 100 Contractor and now Sage Construction Anywhere help us achieve a higher level of efficiency, organization, and structure as we grow.”

Visit <https://www.youtube.com/watch?v=BNn-Fp4k3mY> and <https://www.youtube.com/watch?v=KadbKxyLYAU> to learn how Hayles and Howe casts a profitable future with Sage 100 Contractor and Sage Construction Anywhere.

Julia Betts, marketing coordinator
Hayles and Howe

High-definition business visibility

See what needs to be done. Sage 100 Contractor makes it easier than ever to make informed business decisions. With features like user dashboards, custom alerts, and over 1,200 built-in reports, it gives you a wide-angle view of your operations with zoom-in capabilities. Getting the financial big picture is no longer a big hassle. And no detail escapes you because all details are in one central system. Invoices. Project schedules. Overhead costs. Project costs. Construction Payroll. Even if you're not in the office or on the job site executing the day-to-day operations of your business, you'll be more in touch than you've ever been.

See clearly

Be informed and in charge. With Sage 100 Contractor, a high-definition view of your business is a mere click away. Personalize your user dashboard to show key reports and indicators that provide a snapshot of the operational health of your whole business at a glance: cash position, change orders, project profitability.

Respond confidently

Improve agility and take quick action. Set Sage 100 Contractor to email you custom alerts when key events happen. For example, you'll know when a purchase order causes a project to go over budget or when a vendor's insurance is about to expire. You'll also know when a project gets underbilled, so you can act fast to stay on track.

Understand completely

Project details don't overwhelm you—they empower you. With Sage 100 Contractor's project work center, all project costs and schedules are in plain sight, and every task is under control. You'll be prepared to communicate with clients and subcontractors and equipped to keep projects on budget and on schedule.

Get deeper insight

Create reports in a format you understand. Integrated with Sage 100 Contractor, Sage Intelligence delivers real-time data in a familiar Microsoft Excel format. From there, you can easily design customized reports, dashboards, and more that meet your specific business requirements.



6-12 Project Work Center for Job 186 - Williams Post Office | C: Sample Company

File Options Help

Job: 186 - Williams Post Office Hot List Filter: All Records Drill Down

- Accounts Receivable (3)
- Accounts Payable (4)
- Payroll (5)
- Project Management (6)
- Equipment Management (8)
- Estimating (9)
- Scheduling (10)
- Inventory (12)
- Review & Reporting (13)

Row	Record#	Transaction#	Description	Date
1			*** Change Orders ***	
2	3	1	Stucco on Saturdays	04/20/2015
3	7	101	Punch: Tile Repair	06/08/2015
4				
5			*** Payable Invoices ***	
6	28	23791-Ret	Sitework	02/28/2015
7	98	48612	Wall Insulation	05/04/2015
8	104	2351	Roofing	05/09/2015

Dashboard | C: Sample Company

File Options Help

Add/Remove Content Last refreshed: Monday, September 14, 2015 4:07 PM

My Alerts

All Alerts: 5 Unread Alerts: 5

Payables Aging

Due in 7 Days	Due in 30 Days	Overdue 1-30	Overdue > 30
183,621.56	340,287.89	13,078.92	5,459.87

Cash Accounts

Account	Balance
General Checking	78,520.35
Payroll Checking	940.81
Field Checking	302.86
Check Clearing	0.00
Credit Card Clearing	0.00
All Other Cash Accounts	2,413.18

Receivables Aging

Due in 7 Days	Due in 30 Days	Overdue 1-30	Overdue > 30
108,791.20	704,682.27	0.00	3,706.89

Service Receivables Aging

Due in 7 Days	Due in 30 Days	Overdue 1-30	Overdue > 30
1,612.50	1,862.50	0.00	0.00

Cash Position

Total Cash	82,177.20
Receivables	895,511.32
Total Cash + Receivables	977,688.52
Less Current Liabilities	491,382.33
Cash Position	486,306.19

Income from Operations

	This Month	This Quarter	This Year
Operating Income	612,364.47	1,704,483.52	2,552,651.32
Direct/Equip/Shop	385,146.24	1,112,549.90	1,810,035.99
Overhead	24,471.19	93,291.35	184,129.33
Administrative	5,476.59	22,201.76	46,746.00
Income from Operations	197,270.45	476,440.51	511,740.00

Job Costs by Cost Type

All jobs: 50 (Materials), 22 (Labor), 7 (Equipment), 22 (Subcontract), 7 (Other)

Income and Expenses

\$ in 1000s

Month	Income	Expense
Jan	200	150
Feb	250	180
Mar	300	220
Apr	350	250
May	400	280
Jun	450	310
Jul	500	340
Aug	550	370
Sep	600	400
Oct	650	430
Nov	700	460
Dec	750	490

Enhance business insight and visibility with Sage 100 Contractor.

- Customize the user dashboard for a single-screen view of business metrics that matter to you most.
- Create custom alerts that notify you by email, on the dashboard, or both when a specific activity requires your attention.
- Choose from 1,200 reports with full drill-down capability to gain insight into every corner of your business.
- Utilize the project work center for fast, easy access to outstanding project tasks, approved project changes, and costs
- View production schedules by task grid, Gantt, or critical path.

Understand, communicate, act.

Access key business metrics and project details at the right time in the right format for faster, smarter decision-making.

“ We are so much less likely to overlook something with an integrated system like Sage 100 Contractor.”

Mike Zagorski, president
Dyna Electric



Pull your business together

To us, “integration” isn’t a technology buzzword with empty meaning. It’s about making all your critical business functions work together to run your business as efficiently as possible, from accounting and job costing to estimating and project management. Unlike off-the-shelf bookkeeping programs, Sage 100 Contractor pulls it all together into one total software solution. The results? Instead of getting bogged down at project transition points, information automatically flows throughout your business. You eliminate the double data entry, cutting and pasting of information, and miscommunication that siphons off your profits and productivity. Put briefly: It’s a smarter way to run your business.

Save time and impress customers

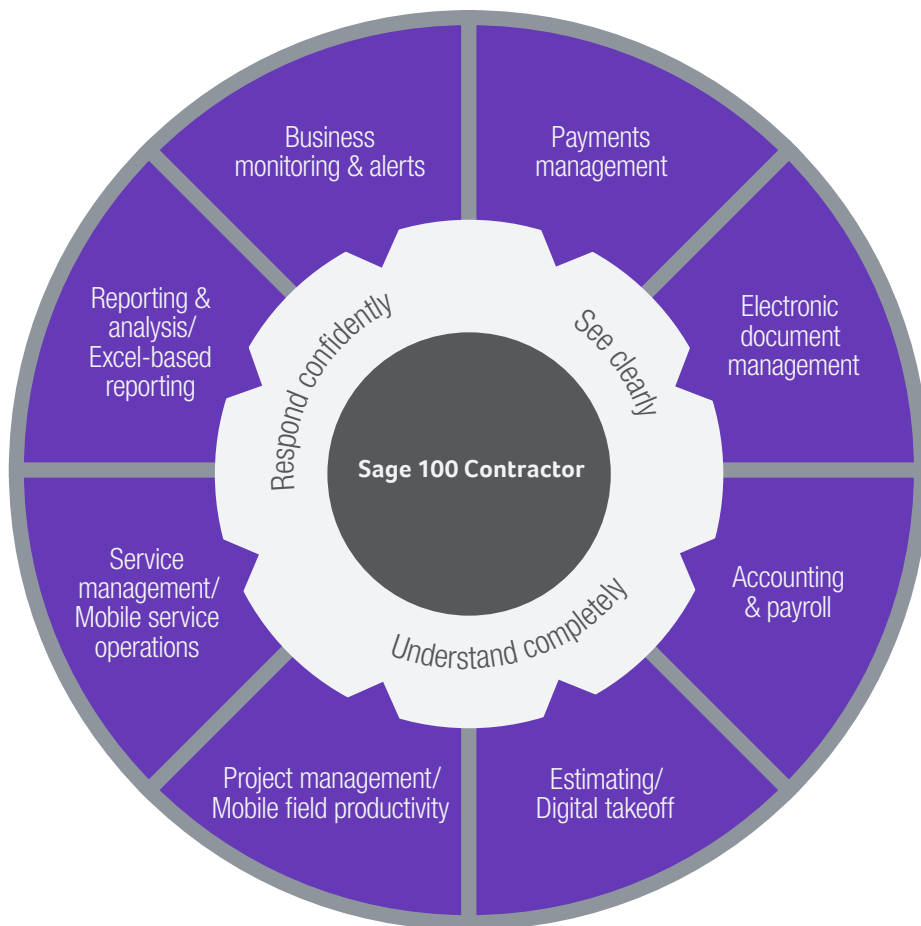
Integration enables efficiency. You no longer have to waste time waiting for information to be manually updated, reconciling disparities between nonintegrated systems, and correcting mistakes. Enter data once and only once. Choose to add integrated solutions that can improve payments processing, simplify service operations, or regain control of accounts payable approval processes. You’ll not only save time; you’ll wow your customers with better, faster service.

Eliminate guesswork

Efficiency creates certainty. When data flows seamlessly and instantly from one part of the system to the rest, you can trust that client invoices include all the correct job costs. You trust budgets to reflect up-to-date actuals. You trust Sage 100 Contractor for a more accurate, current view of your whole business.

Improve collaboration

Certainty facilitates communication. When reliable, up-to-date information is at everyone’s fingertips, team members and stakeholders are on the same page. It’s easy to find answers. It’s easy to keep teams on task. It’s easy to ensure projects stay on schedule and on budget.



Maximize efficiency with Sage 100 Contractor.

- Reduce errors and increase control over budgets by entering project costs one time, in one system.
- Eliminate unnecessary invoicing delays with information that flows instantly from job site to accounting.
- Centralize information to enable rich, cross-functional reports.
- Empower decision makers with financial information that's accurate and up to date.
- Enhance productivity by providing users with easy access to the features and reports they use most.

Sage 100 Contractor provides easy access to key metrics and indicators from across your business—so you can see clearly, understand completely, and respond confidently.

“ We use data from the estimate all the way through construction management, and right up to final analysis of completed projects. A real key to our success is Sage 100 Contractor, because it ties our information together and allows us to access it any time”

▶ Visit <https://youtu.be/GkxEIKKbkRI> to hear how The Minardos Group improved cash flow and financial management with Sage 100 Contractor.

George Minardos, president
The Minardos Group

Trust your numbers

Put your off-the-shelf bookkeeping software back on the shelf. Accounting and job costing are the backbone of every contractor’s business. But do you have a single accounting system that’s capable of meeting all of your crucial, construction-specific needs? Is there too much back-and-forth miscommunication between your team members? Sage 100 Contractor is an accrual-based, construction-specific accounting system that can perform all of your advanced construction accounting requirements as well as manage much of your operations. It gives you the confidence you need to run your business, your projects, and your payroll with optimum efficiency and accuracy.

Dismiss the doubt

Sage 100 Contractor will give you newfound confidence in your numbers. Perform all accounting tasks—from deposits to disbursements to journal transactions and more—simply and efficiently. Rest assured that change orders are getting properly billed. Keep your data secure with user access controls.

Control the costs

Having a firm handle on job costs is a competitive advantage. Sage 100 Contractor offers extensive job-costing tools. You can quickly identify unexpected material costs, overtime hours, and other cost factors, and make course corrections that maximize profit.

Bolster the bottom line

Sage 100 Contractor provides the financial control you need to improve profits. Create comprehensive estimates and budgets. Manage payables to your advantage. Integrate Sage Paperless Construction to regain control of your accounts payable workflow and better manage your company’s critical documents. See cash flow in real time. Get paid faster with integrated Sage Payment Solutions. Plus stay in the know and take action with custom alerts that notify you when an accounting milestone is met.



Cameron Construction

Job Cost Summary

09/14/15

Job Cost Summary

Job# 222 - Big Redwood Tree Hotel

Cost Code	Budget	Changes	New Budget	Costs	%	Balance
Division 3 - Concrete						
3100.000 - Foundation Formwork	7,172.55		7,172.55	1,679.01	23.41	5,493.54
3200.000 - Foundation Reinforcem	8,214.39	2,854.35	11,068.74	642.99	5.81	10,425.75
3300.000 - Foundation Cast-in-Pla	43,349.67		43,349.67	371.10	0.86	42,978.57
Sub Totals:	58,736.61	2,854.35	61,590.96	2,693.10	4.37	58,897.86
Division 6 - Wood & Plastics						
6100.000 - Rough Framing	128.40	3,647.19	3,775.59	120.00	3.18	3,655.59
6110.000 - Sub-Floor Framing	33,262.04		33,262.04	28,982.09	87.13	4,279.95
6120.000 - Wall Framing	12,536.45		12,536.45	4,389.19	35.01	8,147.26
6130.000 - Roof Framing	22,376.63		22,376.63	10,445.45	46.68	11,931.18
6150.000 - Siding & Exterior Trim	497.66	1,596.37	2,094.03	150.29	7.18	1,943.74
6200.000 - Finish Carpentry	17,603.55		17,603.55	724.25	4.11	16,879.30
6700.000 - Rough Hardware	612.92	395.75	1,008.67	572.82	56.79	435.85
Sub Totals:	87,017.65	5,639.31	92,656.96	45,384.09	48.98	47,272.87
Division 7 - Thermal/Moisture Protection						
7200.000 - Insulation	3,160.78		3,160.78			3,160.78
7300.000 - Roofing	7,746.80		7,746.80			7,746.80
Sub Totals:	10,907.58		10,907.58			10,907.58
Division 8 - Doors & Windows						
8100.000 - Metal Doors & Frames	5,624.75		5,624.75	34.00	0.60	5,590.75
8300.000 - Special Doors	896.38	1,029.73	1,926.11	4.00	0.21	1,922.11
8500.000 - Windows	5,640.05		5,640.05	41.24	0.73	5,598.81
8700.000 - Hardware-Door & Wind	206.32	1,185.39	1,391.71	192.82	13.85	1,198.89
Sub Totals:	12,367.50	2,215.12	14,582.62	272.06	1.87	14,310.56
Grand Totals:	169,029.34	10,708.78	179,738.12	48,349.25	26.90	131,388.87

Report 6-1-4-21
Supervisor

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09/14/15
02:49 PM

Improve cash flow with Sage 100 Contractor

- Gain control of project details with integrated job-cost capabilities.
- Compare up-to-the-minute actual costs with budgeted costs.
- Handle change-order management with ease
- Improve cash flow by collecting more of the money due faster and automatically depositing checks.
- Keep close tabs on purchased materials, committed costs, and job profitability.

Get an accurate picture of real-time

- ◀ job costs and variances from the budget to keep you on course.

“Previously, our technicians often placed several calls back to the office to get details about the customer or the service request. Sage Service Operations puts all the information in their hands. We’ve reduced the administrative burden and enabled everyone to be more productive.”

Ken Fleck, vice President
Modern Niagra Group, Inc.

Strengthen service management

Manage your service and inventory departments with ease. When your service technicians are in the right place at the right time, doing the right thing, customers are happy. Sage 100 Contractor makes it easy to manage your service operations efficiently and profitably—whether you’re taking a work order, managing a contract, tracking a warranty, or generating an invoice. Complete mobile service management capabilities, integrated with inventory and accounting, help you turn service calls into predictable cash flow. And you’ll always know where you stand on work orders and schedule changes in the field.

Smooth

Improve customer service. Your simple multiday dispatch board allows you to respond to incoming service calls and manage schedules effectively and efficiently. You can even give customers their own customized, self-service website to request service, check status, and more.

Smart

Effectively manage service operations and reduce the time to invoice. Sage Service Operations integrates with Sage 100 Contractor and enables technicians to complete their work in less time and make fewer trips by providing the real-time information they need in the field on any tablet or mobile device.

Serialized

Inventory mistakes could cost you customers. Inventory inefficiency could cost you money. Take control of your inventory with the ability to track materials by serial number, easily generate restocking reports, and efficiently manage multiple warehouses and service trucks.



11-3 Dispatch Board | © Cameron Construction

File Options Settings Help

Tuesday, September 22, 2015

All Unassigned

	Liz B.	Ron G.	Brandon L.	Daniel W.	Luke W.	*Ross
Emergency	13 Margaret Fuller Finance Charge Margaret Fuller 999 555-4330 Soroma Start up inspection 8:00 AM 2.00 hours	15 min	17 Board of Education Service Sherron White 999 555-0943 Glen Ellen Fan on but no cooling 8:15 AM 2.25 hours	2 City of Barstow Clean up Matt Tucker (999) 555-2222 Barstow System startup 8:00 AM 2.00 hours	12 City of Modesto Dennis Sullivan (202) 555-9783 Modesto Aired mail 8:00 AM 1.75 hours	11 Lamb Shoes, Inc. Electrical Megan Stewart 999 555-0550 Springfield Tripped Breaker 8:35 AM 1.25 hours
Urgent	25 Lamb Shoes, Inc. Service Megan Stewart	22 City of Modesto Dennis Sullivan 830 555-9783 Modesto Rerunall outlet, repair wall 8:30 AM 2.00 hours	15 min	10:00 AM	14 Postmaster - Williams Service John Clark 999 555-2589 Monroe Mo. Noise from unit 9:45 AM 1.00 hour	15 min
Prompt	21 Margaret Fuller HVAC Margaret Fuller 999 555-4330 AL: No cooling 10:15 AM 1.75 hours	30 min	5 City of Barstow Matt Tucker (999) 555-2222 Barstow System startup 10:45 AM 1.25 hours	12 City of Modesto Dennis Sullivan (202) 555-9783 Modesto Aired mail 10:45 AM 1.25 hours	5 City of Barstow Clean up Matt Tucker (999) 555-2222 Barstow System startup 11:00 AM 1.25 hours	1 Hr Lunch
Plumbing	22 Lamb Shoes, Inc. Service Megan Stewart	1 Hr Lunch	1 Hr Lunch	1 Hr Lunch	1 Hr Doctor appointment	1 Hr Lunch
Electrical	26 City of Barstow HVAC Matt Tucker (999) 555-2222					
Drywall	6 Lamb Shoes, Inc. Service Megan Stewart					
Undefined	19 City of Barstow Service Matt Tucker (999) 555-2222					
Undefined						

best service Sage Service Operations

Emp. Center Dashboard Dispatch Assignments Quotes Jobs Tools Admin

MONDAY, SEP 21, 2015 Daily Total: 4

Work Orders

10002	Target Superstore 400 Main Street Orlando, FL	Open Air Conditioner	The AC is not working in the managers office. Please send a service tech ASAP.	Regular Time: 4
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TUESDAY, SEP 22, 2015 Daily Total: 5

Work Orders

12547	Subaru Dealership (job# 09-013) 1 Main Street North Reading, MA	Open Air Conditioner Opened 8:00 AM - 10:00 AM	Comm Loss on the control System - Please call 12345	Regular Time: 2
12546	Target Warehouse 3201 E Colonial Dr F6 Orlando, FL	Open Air Conditioner Opened 10:00 AM - 12:00 PM	AC blowing warm air in the warehouse	Regular Time: 3

Optimize your service operations with Sage 100 Contractor

- Track work orders, service agreements, warranties, and schedules.
- Dispatch field service employees more effectively across multiple client sites with an easy-to-use dispatch board.
- Track inventory materials by location and serial number to prevent loss.
- Select LIFO, FIFO, or WAC (weighted average cost) inventory valuation methods to suit your accounting needs.
- Simplify service operations by giving technicians instant access to site information and reduce the time to invoice.

Monitor service work schedules

- ◀ with user-defined color codes showing client, priority, and service location.



“I trust my numbers now. I know precisely how each job is doing compared to my estimate. I know how much we have billed and how much remains to be billed. As a result, I can invoice more quickly and improve my cash flow.”

▶ Watch a <https://youtu.be/-E7mwR12flo> detailing how Sage 100 Contractor helps Fatboy Construction build winning bids and maintain a healthy backlog of work.

Mike Boyle, Owner
Fatboy Construction

Better estimates by every measure

Put your best bid forward. To win more work and ensure the profitability of every project, you have to build estimates with more speed and precision than ever before. Let Sage 100 Contractor do the heavy lifting for you. With features like trade-specific databases, smart assemblies, and digital plan takeoff support, you'll build bids with quick precision. Best of all, estimating works in tandem with accounting, job costing, and project management. Once a bid is approved, the appropriate data feeds seamlessly into operations and across your business. No data loss. No redundant entry. No wasted effort.

Quick

Turbo-charge your takeoffs. Sage 100 Contractor Estimating Basic, Standard, or Extended can slash takeoff time by 50% or more versus manual or generic spreadsheet methods. Choose from a variety of takeoff methods. Then simply pull individual or groups of items from a variety of industry-specific databases directly into your bid worksheet.

Precise

When you think of Sage 100 Contractor Estimating, one phrase ought to come to mind: bull's-eye. This integrated module does the hard work for you, pulling together precise calculations and costs across all aspects of the bid: labor, supplies, subcontractor bids, materials, equipment, and even overhead and profit.

Integrated

By uniting estimating with operations, Sage 100 Contractor keeps all team members on the same page, looking at the most current data. With a complete view of the business close at hand—including historical data from accounting, estimating, scheduling, and job tracking—you can make more savvy decisions and improve bid accuracy.

Options to meet your unique requirements

Estimating

Estimating Basic: Easy-to-use assembly-based solution

Estimating Standard: Intuitive drag-and-drop technology with RSMMeans and Advanced Assembly databases

Estimating Extended: Advanced estimating tools with greater takeoff, analysis, and productivity capabilities

Electronic Takeoff

eTakeoff Dimension: Easy-to-use solution includes time-saving features like pattern and auto-count symbol search

OnCenter's On-Screen Takeoff: Automates takeoff workflow and provides a quality assurance audit trail

Planswift for Sage: Offers drag-and-drop tools to directly pull assemblies and items from Sage Estimating into PlanSwift



Take charge of projects

Master of your domain. Sage 100 Contractor puts project command close at hand so you can intercept problems before they become issues. View hot lists of outstanding project tasks. Stay in constant communication with team members with automatic schedule notices sent at set intervals. Monitor the status of all subcontracts including changes, invoices, and balances remaining. Check material status reports to ensure crews have what they need to keep jobs moving forward. Don't let the details take control of you; take control of the details with Sage 100 Contractor.

Prioritize tasks

Start on time, finish on time. Powerful scheduling tools make it easy to allocate production resources and stay on top of schedules. Keep crews, subcontractors, and suppliers on time and focused with task lists, project notices, materials lists, and purchase orders.

Organize documents

Simplify processes from project start to finish and eliminate the paper chase with Sage Paperless Construction. Automate routing and approval workflow to improve communications. Manage invoices, contracts, and other critical documents with efficiency and confidence. Easily store, retrieve, edit, and route documents including contracts, certificates of insurance, and payment information throughout your organization.

Manage equipment

Remove the confusion from managing and rebilling equipment. Allocate equipment costs to jobs so you can easily recoup those outlays. Compare ownership, lease, and rental options to make good equipment decisions. Use cost, maintenance, and revenue records to quickly determine equipment profitability.



The Sage customer experience

No software provider has more experience providing a great experience. From the moment Sage made its bold entry into the construction market over 40 years ago, we've been dedicated to helping construction companies operate more efficiently. But our heritage isn't only about software—it's about how we serve our customers. The Sage customer experience starts with our commitment to delivering personalized and professional service at every stage and continues on as your business grows and its needs change. We make your investment in our solutions easy, beneficial, and rewarding.



Local expertise

Our network of authorized business partners and certified consultants understands the challenges of the construction industry. Regionally based, these experienced professionals have helped thousands of construction companies get up and running quickly on Sage 100 Contractor. They provide the ongoing service you need for continued success.

Responsive customer service

We back our solutions with comprehensive customer support, including regular maintenance software updates, 24x7 access to an online knowledgebase, and live chat or phone call with technical support. You can also connect with other Sage product owners through our online community, Sage City. Added peace of mind: 92% of our customers rate Sage Construction and Real Estate support an eight or higher on a ten-point scale.

Flexible training

Sage and our business partners provide multiple training methods for convenience and affordability, including classroom, online instructor-led, online prerecorded Anytime Learning, web seminars, onsite or local training options, and an annual customer conference.

Professional services

Each business has different needs. Working with our business partners, Sage supports implementation and deployment that will make Sage 100 Contractor the perfect fit for your business. We bring extensive product and industry experience to each partnership.

Add-on solutions

Enhance or expand the power of Sage Estimating with add-on solutions including accounting, job cost reporting, prebuilt industry databases, and more.

For More Information:



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