

CONSTRUCTION MANAGEMENT SOFTWARE

Sage 100 Contractor

CUSTOMER TESTIMONIAL



CFO on the go, Co.

CFO on the go specializes in the implementation, consulting, and training of Sage Construction solutions including Sage 300 Construction, Sage 300 Trade Specialty, Sage Estimating and Sage 100 Contractor.

From strategic planning through implementation and deployment, we apply real-world experience, best practices and a client-centric focus to deliver technologically advanced software solutions that dramatically improve business performance.

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BRIAN COX MECHANICAL, INC.

High Performance HVAC Contractor

Recognized as one of Southern California's leading HVAC contractors, [Brian Cox Mechanical](#) ("BCM") has been serving clients with 'Solutions for a Better World' since 1990.

CHALLENGE

After several years of explosive growth, BCM realized that its old DOS-based accounting system couldn't keep pace with the expansion. "Because project management and accounting weren't integrated, we had three employees in three different departments entering the same data into their respective spreadsheets," says Kim Gormley, CFO at Brian Cox Mechanical. This inefficiency was hurting productivity and stifling further growth according to Gormley who adds, "If you don't know how you're doing on a project, it can really impact your pocketbook."

SOLUTION

Working with [CFO on the go](#), BCM implemented **Sage 100 Contractor** (formerly Sage Master Builder) – construction management software for builders and contractors. According to Gormley, Sage 100 Contractor was unique in its ability to handle both the installation and service sides of the business. "We needed a solution that could manage the daily dispatching of technicians and a high volume of work orders, as well as provide job cost, project management, and accounting functionality," says Gormley. "The software has totally streamlined these processes and given us unprecedented visibility over project profitability and production."

RESULTS

BCM now tracks projects in real-time and no longer has to wait weeks or months to find out whether a project was profitable or not. "We know exactly where the company stands and how we're doing every single day," says Gormley. BCM has also saved money in administrative costs and payroll by eliminating duplicate data entry across multiple systems and departments. "Sage 100 Contractor offers so many little things that make us more efficient and keeps projects on track. And each version gets better and better ... I don't think we'll ever outgrow the software," she says.

Gormley also notes that during the recent economic downturn, BCM was able to leverage Sage 100 Contractor and diversify its business into the government sector. "The system provides us with analytical tools and reports to make vital business decisions, stay ahead of the game, and keep the company moving forward."

Regarding her experience with CFO on the go, Gormley adds, "The consultants are top notch, bring a diverse range of construction industry experience to the table, and they know Sage 100 Contractor inside and out. The training and support they provide keeps us up and running 24/7 and help us get the most out of our investment in technology."