10 Reasons Customers Choose Sage for Construction
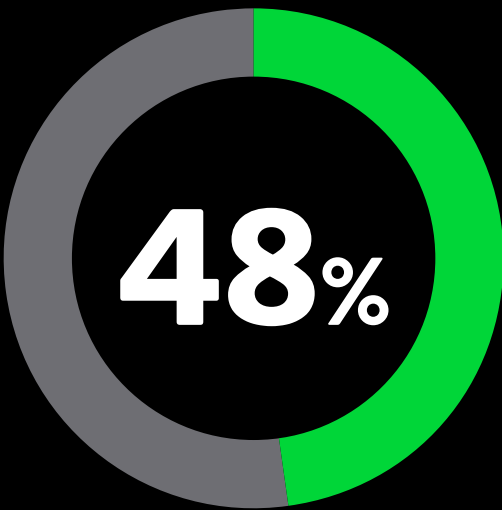
Sage

As a construction professional

you understand how demanding and nuanced the industry can be. You also know that the right software can make all the difference in your productivity and business growth — and making a switch is a big decision.
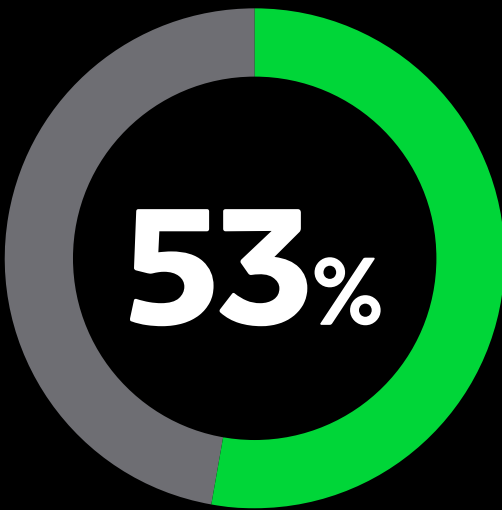
If you're considering a move to new software, choosing a vendor who speaks the language of construction and has a rock-solid track record of supporting construction organizations is key. Read on to learn why our customers trust and choose Sage for Construction.

Sage

1. Trust and innovation for over fifty years as a leader in construction technology

Going back to the days of Timberline, Sage has more than 50 years of construction experience and is the #1 provider of accounting and estimating solutions in the industry. In fact, more than 50,000 construction businesses trust Sage with their preconstruction, finance, and operations software needs.

48%

48% of the ENR Top 400 contractors use Sage

53%

53% of the BD&C Giants Top 115 contractor firms use Sage

More than

50,000

construction companies rely on Sage

Sage

Sage offers the broadest end-to-end native cloud solution built specifically for construction. Year after year, Sage is recognized as a leader in construction technology — but don't just take our word for it:

Sage Intacct is the first and only preferred provider of the AICPA

Sage Intacct is a Leader in the new IDC MarketScape: Worldwide SaaS and Cloud-Enabled Midmarket Finance and Accounting Software Vendor Assessment

Sage Intacct Construction is one of Constructech's top products for 2023

#1 Project-based ERP Software, G2, Winter 2023

Easiest to use Project-based ERP, G2, Winter 2023

Top-Rated ERP Systems, Trust Radius, 2022

Sage is one of Construction Executive's top technology firms

2. An end-to-end construction platform

Built on over five decades of experience and fueled by innovation, our construction software suite is trusted to handle your business — from preconstruction to closeout and everything in between.

Our construction products have helped customers create reliable and competitive estimates, execute projects on time and on budget while fostering team collaboration, make financially sound decisions rooted in real-time data, and more.

"An end-to-end cloud system that boosts efficiency across the business, from initial lead through project completion. I've been looking for this for 20 years."
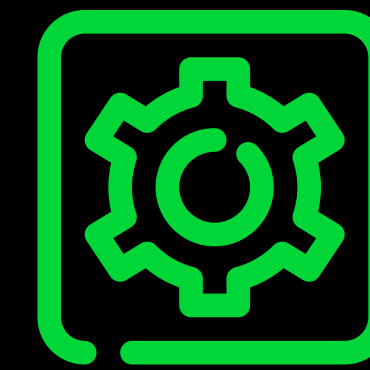
—Joe Murray, CEO, ACT Construction

Preconstruction

Operations

Finance

Sage

3. Trusted by the entire industry

Embraced by construction businesses of all sizes and specialties, our products are designed to conquer your diverse and demanding needs.
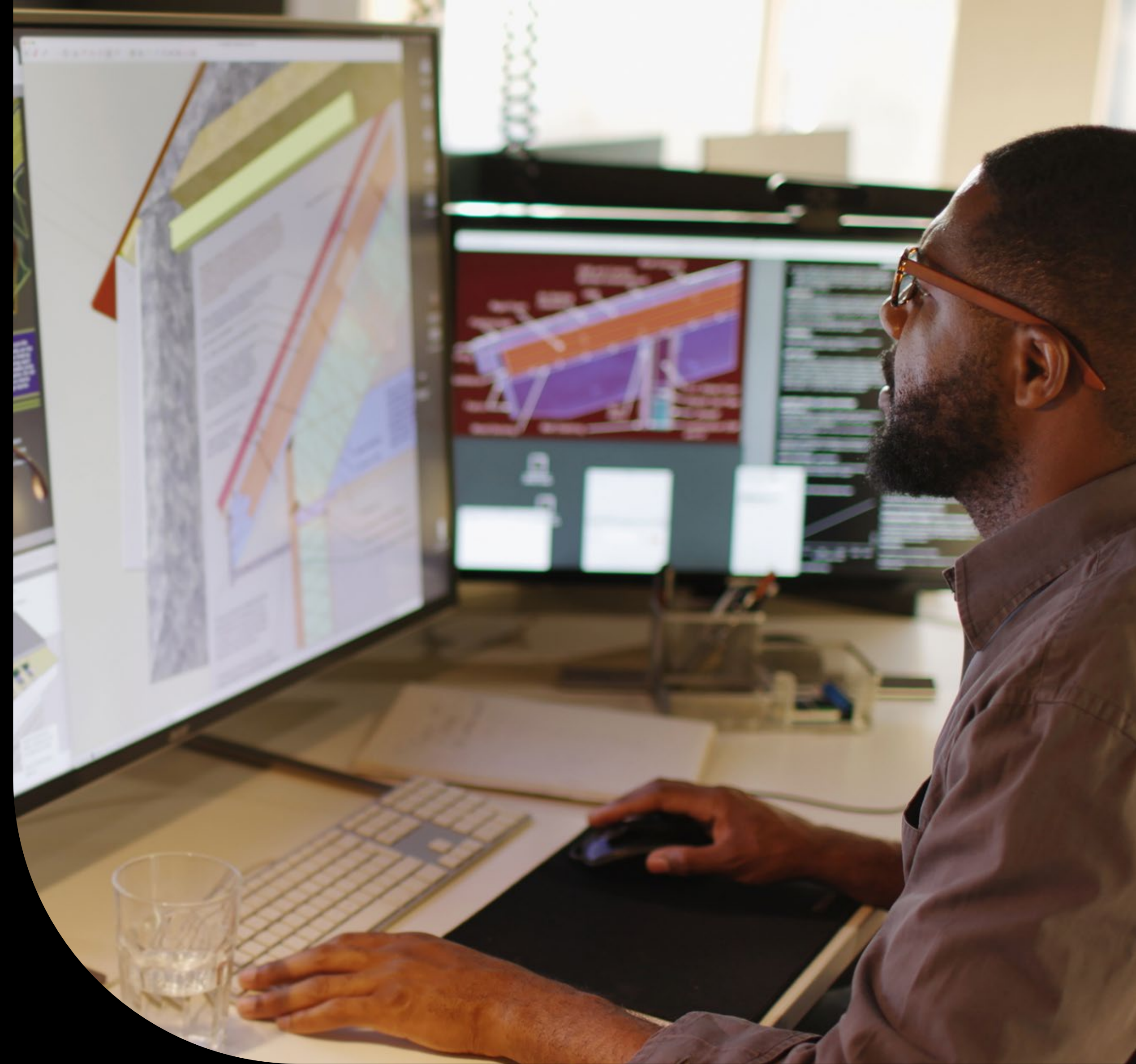
Whether you're a general contractor executing ground-up projects, a service-based contractor with field technicians, or a developer managing properties, we've got you covered.

Home Builders	General Contractors	Specialty Contractors	Residential Contractors	Developers	Real Estate	Energy
DONATELLI BUILDERS	KEYSTAR	AIRO MECHANICAL	REMODEL BOUTIQUE	Retail Properties Group	ENDEAVOR Real Estate Group	SHELTON ENERGY SOLUTIONS
redT	Schoenfelder Renovations	B&T Service Station Contractors	Foley POOLS	INNOVATION VILLAS	PRIMAX PROPERTIES, LLC	namaste solar
F.H. PERRY BUILDER	West Rac Contracting Corp.	WALTERS management / INDUSTRY DRYWALL CORP.	URBANCORE CONSTRUCTION	DASCO	Sapient Management Resources LLC Creating Value and Optimizing Performance	infiniti
J A MYERS HOMES	ORION	HAYNES Mechanical Technology and Energy Solutions	CLASSIC Plains CONSTRUCTION	HOMESTEAD COMPANIES	WALTERS management	PlugIn STATIONS ONLINE WHERE PEOPLE GO TO GET CHARGED

Sage

4. Powerful preconstruction solutions

Whether you're tracking new opportunities, putting together detailed estimates, or ramping up for construction, our comprehensive preconstruction solutions arm you with what you need to get things off the ground.

- **Optimize your sales strategy** and forecast revenue potential with centralized lead and opportunity tracking.

- **Improve project estimation accuracy** with AI-powered digital takeoff and estimating tools.

- **Save time and crush bid day** with sophisticated bid analysis tools, and easily convert won bids into projects.

- **Precisely plan and staff your jobs** and monitor all opportunities including related proposals, estimating, and bid activities.

Sage

Featured preconstruction products

Sage Estimating
Smarter, automated estimating software trusted by top construction companies for over 30 years that streamlines bidding, increases accuracy, and helps you win more contracts.

Sage BidMatrix
The leading cloud-native bid analysis tool integrated directly within Sage Estimating, so you can compare subcontractor bids, evaluate project risks, and optimize bid strategies for greater success.

eTakeoff Dimension
A powerful, AI-driven takeoff tool that accurately quantifies materials and quantities from project drawings, reducing manual errors and improving estimation accuracy.

Sage Construction Management
End-to-end construction management software with deep lead management capabilities that allow you to track lead status, history, and activity to prioritize the most promising opportunities.

"**Sage Estimating gives our work instant credibility. It's the gold standard and is recognized and trusted by professionals throughout the construction industry.**"

—Terry Rubke, founder and president, T.K. Rubke

5. Outstanding operational tools

Whether you're overseeing construction projects, coordinating field technicians, or managing properties, our operations focused products will fuel your team and business.

- **Efficiently set up and manage projects** from contract to completion by connecting project teams, managing tasks, and collaborating anytime, anywhere, and from any device.

- **Streamline field-to-office communication** with mobile tools that enable your field team to focus on project excellence.

- **Increase productivity** by tracking and managing schedules, punch lists, project tasks, equipment, labor, deliveries, submittals, RFIs, and more.

- **Take control of the complexities** of property, lease, tenant, and unit management using real-time data.

Sage

Featured operations products

Sage Construction Management
End-to-end software that handles every aspect of construction management, enabling you to deliver projects more efficiently, reduce risk, and maximize profitability.

Sage Intacct Real Estate
Cloud-based property management and accounting software designed to help you simplify processes and maximize net operating income.

Sage Field Operations
Software for service-based contractors that connects the field to the office, improving productivity with an up-to-date picture of crucial metrics like average repair time, technician utilization, and customer satisfaction.

"With Sage Construction Management we don't waste time on double data entry or worry about information silos. Everyone can trust that they're relying on the most up-to-date information."

—Chris Donatelli, president, Donatelli Builders

6. Unrivaled finance products

Take control of the financial health of your business and projects and make confident decisions with industry-leading finance software. With features designed to meet the demands of construction, you can spend less time on administrative tasks and more time building.

- **Maximize profitability** with comprehensive job costing capabilities, and track all costs including labor, materials, equipment, subcontracts, and more.

- **Make financially sound decisions** with real-time visibility into data available anytime, anywhere, and from any device.

- **Simplify complex construction processes** like billing and payroll with tight integrations.

- **Increase efficiency and accuracy** with automated WIP management, eliminating separate spreadsheets and allowing you to maintain cash flow and compliance.

Sage

Featured finance products

Sage Intacct Construction
The first native-cloud financial management solution for the construction industry, providing real-time visibility into project finances so you can make strategic, data-driven decisions.

Sage 300 Construction and Real Estate
Formerly known as Timberline, this longstanding on-premises product is the market leader in end-to-end construction finance and property management software.

Sage 100 Contractor
An ideal step-up for small companies using Excel or other generic accounting software, this on-premises solution provides easy access to job cost and project management information.

Sage Intacct Construction Payroll
Whether you need in-house or outsourced payroll, we offer construction-specific solutions that will meet your complex payroll needs.

"Sage Intacct Construction streamlines processes, so with the time you gain back, you can actually understand the data and make fact-based decisions."

—Angelia Ryan, CFO, Airo Mechanical

7. Proven track-record helping customers see impactful results

Embraced by construction businesses of all sizes and specialties, more than 50,000 customers rely on Sage's trusted and innovative solutions. Here are the stories of just a few of our customers who've seen impactful results by using Sage's suite of construction products.

Doran Contractors seeks estimating excellence

Challenge

Doran Contractors is a multi-faceted general contractor specializing in high-rise residential, commercial, institutional, and industrial projects. They needed software that offered flexibility to tailor estimates to owner requirements and robust tools to analyze subcontractor bids, ensuring confident decision-making in leveling and closing estimates.

Search

They chose **Sage Estimating**, which offered the customization and flexibility their preconstruction team desperately needed. With Sage, they would now be able to build bid packages specific to each project's unique requirements and analyze and level incoming bids with ease.

Results

With Sage Estimating, Doran Contractors enjoys a seamless workflow by connecting their takeoff, estimating, and bid closing software. Time savings through automation of manual tasks have created more time for better decision-making with:

- **Bid packages tailored to project needs,** leveraging features such a customizable assemblies, databases, and work breakdown structures.

- **Streamlined bid analysis and leveling** process facilitated by the leading bid analysis software, which is included in Sage Estimating.

- **Enhanced tracking of risk and compliance** factors including incomplete bids, bond limits, and M/WBE requirements.

Donatelli Builders streamlines project execution

Challenge

Chicago-based Donatelli Builders was looking to streamline processes and implement best practices to deliver a world-class experience to their luxury clients. They valued having one centralized solution for their project management needs that would eliminate redundant work, simplify estimating, and prioritize collaboration.

Search

After carefully evaluating several options, Donatelli Builders chose **Sage Construction Management**, an all-in-one cloud platform built to handle preconstruction, project management, and financials for construction companies big and small.

Results

Sage Construction Management became a one-stop shop for their project management needs, offering powerful functionality that takes them through all phases of construction. Now, they were able to:

- **Eliminate double data entry** and information silos.

- **Streamline management** through the project lifecycle, from initial engagement through delivery.

- **Improve collaboration** with internal and external project teams.

- **Simplify estimating** with the capability to create multiple estimates from scratch, from imported spreadsheets, or from previous estimates.

Sage

Lunar Companies levels-up financial insights

Challenge

Lunar Companies, an organization that specializes in foundations, slabs, other concrete work, and water and sewer installations for new home builders, had outgrown QuickBooks and was in search of construction accounting software that could keep up with their rapid growth. They initially chose another construction accounting software, but after five months and tens-of-thousands of dollars in unexpected fees, they still didn't have a go-live date for their implementation. To make matters worse, it was clear to their new controller that the solution couldn't deliver the specific multi-location reports they needed.

Search

They decided to cut their losses and invest in **Sage Intacct Construction,** a native-cloud accounting solution purpose-built for construction, with the multi-location reporting capabilities the team needed. The solution would allow them to make critical financial decisions, and track and manage costs and productivity in real time, from any location.

Results

Sage Intacct Construction provided the financial and operational capabilities they needed to sustain impressive growth, including:

- **Customizable reporting** that delivers real time visibility.

- **Improved transparency** and oversight of financial reporting.

- **Vendor compliance tracking** to help streamline audits.

8. Built for the cloud and constantly innovating

Sage has over 20 years of experience as an early innovator in cloud financials. Our construction-specific solutions were born in the cloud and continue to lead the industry with cutting-edge technology such as artificial intelligence and machine learning.

While other vendors talk about the future of AI on their roadmap, we're leading the charge and already delivering.

- Digital connections and open APIs provide flexibility for construction companies that rely on a wide range of systems to run their business.

- Our multi-tenant true cloud foundation means you'll never have to worry about being on the latest version of our software or deal with complicated and expensive upgrades.

- We have the key framework in place that allows artificial intelligence and machine learning to provide speed, accuracy, and insights — taking your business and team capabilities to the next level.

9. The power of choice and flexibility

Your business has unique needs, and we know that software isn't one size fits all. That's why we offer our products available as custom packages or a la carte depending on your requirements.

And while Sage offers the most complete solution on the market, we're committed to being an open platform and continuing to grow our ecosystem of partner solutions — like QuickBooks, TimberScan, Procore, and others — that seamlessly integrate with Sage products.

Our priority is to provide you with the power of choice — the simplicity to choose Sage's all-in-one construction solution, and the flexibility to select the right mix of integrated products that make sense for your business.

10. The largest, most trusted partner network in the industry

We get it — taking the leap to invest in new software can feel overwhelming. Having a partner that understands how you do business is key to ensuring your success. We're proud to have built the largest and most experienced partner network in the construction industry, which means you'll have experts by your side during your software transition who have worked with companies just like you.

What makes our partners exceptional is their commitment to going beyond implementation — helping you meet your goals, sharing best practices, and accelerating your growth.

"This was the sixth or seventh software implementation I've been through. The team at our Sage partner was the best I've ever worked with."

—Morgan Schweitzer, controller, Lunar Companies

Closing

Construction organizations choose and trust Sage because of our leadership in construction technology for over 50 years, our comprehensive set of software solutions that solve our customers' toughest problems, and our commitment to constant innovation. Coupled with our partner network, customers see impactful results and can trust that they're set-up for long term growth and success.

Join over 50,000 construction companies who trust and rely on Sage.

Sage