

CONSTRUCTION MANAGEMENT SAGE MASTER BUILDER

CUSTOMER TESTIMONIAL

SOFTWARE CONSULTANTS
construction technology solutions

J. Becher
■ ■ ■ ■ & Assoc. Inc.

www.jbecher.com

Full-service electrical and low-voltage contractor specializing in commercial, industrial, residential, and electrical systems for homes and businesses.

SOFTWARE CONSULTANTS

We provide cost effective, easy-to-use software and technology solutions that improve the efficiency and profitability of your construction and service business.

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J. BECHER AND ASSOCIATES, INC.

Consistently ranked among the Top 25 Electrical Contractors by the Minneapolis/St. Paul Business Journal, J. Becher & Assoc. is a full-service electrical and low-voltage contractor specializing in commercial, industrial, and residential electrical systems.

Challenge

Now employing about 30 people, the company has experienced steady growth since inception in 1987. Bob Welle, Partner at J. Becher, admits that while their QuickBooks accounting system was simple enough to get started with, they quickly discovered its limitations as the business grew. "Job costing was a real problem and keeping tabs on labor, materials, scheduling, and change orders was a challenge. QuickBooks just wasn't designed for our industry," says Welle. Juggling spreadsheets, paper, and manual processes outside the system contributed to inefficiency and errors.

Solution

J. Becher called on Software Consultants (SC) – a construction technology provider and Sage Authorized partner based in Lake Elmo, Minnesota. The folks at SC implemented Sage Master Builder, an integrated construction-specific accounting solution. "Using Sage Master Builder, SC helped us automate many of our workflow processes and consolidate them into one central system," Welle said. "We can track and report on projects at every stage, from winning the bid through project completion, so we're more proactive, efficient, and profitable." But tracking and reporting on "true" job costs was just one of many benefits. Welle explained, "Sage Master Builder also includes built-in workflow processes and controls that have allowed us to standardize processes for better productivity."

Results

Now that the company can generate accurate reports and compare budget to actual costs in real-time, Welle is in a better position to make decisions during a project and reassign resources "on the fly" if necessary to maintain profit margins. SC was also able to help J. Becher move to paperless invoicing which has saved the company time and expense. Welle says, "We can get invoices out faster which improves receivables and cash flow. Plus, we're so much more efficient overall and in a great position to take on more jobs without adding staff."

SC provides ongoing support and training to J. Becher to which Welle says, "We're always learning something new about Sage Master Builder that helps our business. It's just a great fit for us."