

CUSTOMER SUCCESS



The Minardos Group Nails the Competition with Sage Master Builder

Since its inception, The Minardos Group of Santa Monica, California has been building award-winning structures for residential, commercial, and art/special interest customers. The company's projects—ranging from 10,000 square-foot office structures, to culturally distinct museums, to private dwellings—are top-class, and The Minardos Group requires business management software that's as impeccable and undeniably unique as it is. So, when George Minardos, president and founder of The Minardos Group, was looking to upgrade the company's overloaded software, he found that Sage Master Builder provided the tools and insights he was previously lacking.

QuickBooks Proved Inadequate

Beginning as a framer and general contractor in 1991, Minardos recalls that in the early days QuickBooks and Microsoft Word were "just enough" for the company's accounting and reporting needs. But over the next seven years, the economy grew healthier, and Minardos wanted to expand the company. Suddenly those applications were no longer up-to-par. "We experienced several warning shots over our bow," explains Minardos. "A couple of vendors were overpaid, we double-paid a few material items, and we didn't collect some accounts receivable for over six months. We needed a solution that could solve our current problems and grow with our current business."

Minardos needed control and insight. "Construction at its best is 'organized chaos,' and the way that you control the field, clients, and the office needs to be integrated," says Minardos. Sage Master Builder provides that control. As a fully integrated system, Sage Master Builder is on the job from start to finish—providing Minardos with critical, up-to-the-minute information from any location. "We use data from the estimate all the way through construction-management, and right up to final analysis of completed projects," says Minardos. "A real key to our success is Sage Master Builder because it ties our information together and allows us to access it any time."

Customer:

The Minardos Group

Industry:

Construction-Residential, Commercial, Art/Special Interest

Location:

Santa Monica, California

Number of Locations: One

System:

Sage Master Builder

- Estimating

CHALLENGE

Inaccurate and over-loaded QuickBooks accounting system resulted in overpaid vendors and up to a six-month delay on accounts receivable. Automated reporting was non-existent.

SOLUTION

Sage Master Builder keeps accounting books in order and on time. Minardos can now choose from over 1000 professionally designed, customizable reports, graphs, and charts for client presentations.

RESULTS

The Minardos Group is fiscally responsible, highly organized, and has improved communications with each other and its clients, thanks to Sage Master Builder.

Stay Mobile and Connected

Minardos finds himself on multiple computers throughout any given day. Whether at home, in the office, or at a job site, Sage Master Builder is front and center with its remote data access capabilities. "I want to have insight to key information—whenever and wherever—without being tied to my desk," says Minardos. Real-time access to information helps Minardos' team stay connected with one another, as well as with the customer's needs and desires.

Integration Provides Accurate Data

In construction, having accurate financial information at your fingertips is essential. And, as with most businesses, the old adage "time is money," rings true. But in construction, running one day behind schedule can cost several thousand dollars in equipment rental fees and lost man-hours.

Minardos notes that the drill-down power of Sage Master Builder keeps him one step ahead of potential issues. "It all boils down to one thing: confidence in your data," says Minardos. "Just because you're running millions of dollars through your books doesn't mean you're profitable. How do you know you're profitable unless your systems are integrated and you're able to analyze projects? Sage Master Builder lets you accomplish that analysis by project or for your company as a whole. Plus, the ability to track open issues—RFI, changes, and submittals—makes the product worth every penny."

The Minardos Group has grown from a 2 million dollar-per-year company using QuickBooks to nearly 15 million dollars a year with Sage Master Builder at the helm. Today, Minardos describes the firm as a full-service construction company with five main entities: Consulting and Pre-construction, Building, Design, Estate Care, and Development. And, looking ahead, Minardos says he's excited about the company's potential to take advantage of new business opportunities in their Los Angeles area and beyond.

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Sage Master Builder ties The Minardos Group together and is flexible enough to support exponential growth for years to come.

For more information about Sage Master Builder, visit www.sagemasterbuilder.com, call 800-726-6278, or contact your local Sage Master Builder Business Partner.



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