

Sage Construction Anywhere



Customer Success

Dean Crowder Construction Paves Road to Success by Pairing Sage 300 Construction and Real Estate With Sage Construction Anywhere

For nearly 20 years, Dean Crowder Construction, Inc. has been building and paving roads throughout Northwestern Arkansas, Oklahoma, and Missouri. The company performs earthwork and paving for municipalities, counties, and as a subcontractor for area general contractors. As was the case with many other contractors, Dean Crowder Construction was forced to grow leaner and more efficient in order to survive the recent economic downturn.

Although it downsized from 100 employees to 25—with a corresponding drop in revenue, Dean Crowder Construction is now more profitable than ever. How is this possible? The powerful combination of Sage 300 Construction and Real Estate* and Sage Construction Anywhere enables the company to operate with lower overhead and greater efficiency, thereby making jobs more profitable.

Keep In the Loop Anywhere

Dean Crowder Construction has been using Sage 300 successfully for several years and recently added Sage Construction Anywhere, a cloud-based collaborative solution that works with Sage 300 and arms field personnel with the real-time job information that they need to keep their projects moving. The company learned about Sage Construction Anywhere at Sage Summit, the annual Sage users conference, and immediately recognized its value. “It allows field personnel to access plans, documents, and other job-related data from their mobile devices,” says Maeva Mayes, office manager for Dean Crowder Construction. “Essentially, it keeps personnel in the loop while they are in the field.”

The company purchased eight Apple iPads for use by the owners, project managers, and foremen. Mayes configured several reports that deliver commonly needed data to the field personnel, including updated cost data, summarized payroll data, estimates, and schedules. “We fully expect that by providing our field staff with information, we are cutting overhead and eliminating the need to hire additional support staff. It is less expensive in both the short and the long term to invest in the technology that keeps our team productive in the field.”

*Sage 300 Construction and Real Estate was named Sage Timberline Office when Dean Crowder Construction initially implemented this solution. The product names have been updated in this case study to reflect current naming.

Customer

Dean Crowder Construction, Inc.

Industry

Earthwork and Paving Contractor

Location

Bentonville, Arkansas

Number of Locations

One

Number of Employees

25

System

Sage 300 Construction and Real Estate

Sage Construction Anywhere

Challenge

Dean Crowder Construction was forced to downsize its operations during the recent economic downturn. The company sought ways to increase efficiency and productivity of its smaller staff.

Solution

Advanced tracking and warning capabilities in Sage 300 Construction and Real Estate combined with the collaborative reach of Sage Construction Anywhere help Dean Crowder Construction remain lean and profitable.

Results

Job data delivered to employees in the field keeps them productive and accountable. Efficiency tools in Sage 300 enable the company to operate with fewer support staff.

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Grow Revenues Without Growing Payroll

Dean Crowder Construction has big plans for Sage Construction Anywhere. As the employees get familiar with the new application, the company plans to have them enter timecard data through the application, eliminating the need to fill out, collect, submit, and enter payroll data from paper time sheets. “That alone will save us so much time and improve the overall accuracy of the payroll process,” Mayes says. “Many of our jobs are certified, and employees are paid different rates based on their role or the equipment they are operating. By entering time data through Sage Construction Anywhere, the foremen will not have to do any calculations. As employees enter their hours and role, the system will calculate the correct rate.”

Mayes adds, “Just a few years ago, we would need one assistant for every three project managers. With tools like Sage Construction Anywhere, our project managers easily can do what their assistants used to have to do. We can get more work done with fewer staff members while keeping our teams in the field where they are most productive. In this way we can grow revenues without growing our payroll.”

Leverage Existing Resources

Mayes says that the company's use of Sage 300 keeps it competitive and was integral to its ability to survive the recession in good financial health. “Thanks to the checks, balances, and alerts within the software, we were able to discover where a vendor had overcharged us. Using the documentation the system provided, we were able to go back and collect more than \$20,000.”

The company is now utilizing more of the software's functionality than it did in the past. “As we continue looking for efficiencies in our operation, we rely more on the software. For example, we began tracking all of our subcontracts in Sage 300,” says Mayes. “This gives us a clear picture of committed costs and allows us to ensure that charges billed against that subcontract do not exceed the contract amount.”

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—Maeva Mayes
Office Manager, Dean Crowder
Construction, Inc.

Another way Sage 300 is helping the company leverage its resources is through the ability to easily track and account for accounts payable invoices paid with the corporate credit card. “Sage 300 does a great job of accounting for this, while still enabling us to allocate costs to our jobs,” explains Mayes.

Lean and Profitable

“We are a smaller, leaner organization than we were a few years ago, yet we are more profitable,” concludes Mayes. “We attribute much of our success to Sage 300 Construction and Real Estate and Sage Construction Anywhere.”

About Sage Construction and Real Estate Solutions

No matter where your business fits into the building lifecycle—new construction, service and maintenance, or property management—Sage offers a range of innovative software solutions that will fit your needs. With more than 40,000 customers, Sage construction software and real estate solutions are backed by more than 40 years of experience and award-winning support.

About Sage

Sage is a leading global supplier of business management software and services for small and mid-sized businesses. The Sage Group plc, formed in 1981, was floated on the London Stock Exchange in 1989 and now employs more than 12,600 people and supports more than 6 million customers worldwide. For more information about Sage in North America, please visit the company website at: NA.Sage.com. Follow Sage North America on Facebook, [Facebook.com/SageNorthAmerica](https://www.facebook.com/SageNorthAmerica), and Twitter, [Twitter.com/sagenamerica](https://twitter.com/sagenamerica).