Sage Construction and Real Estate

Software Selection Guide

sage

What to consider before you buy.

Buying software to run your construction or real estate business is one of the most important investments you'll make. If handled properly, your purchase can pave the way for improved resource utilization, stronger decisions, better client service, and increased profits.

Making the right buying decision requires careful evaluation to find a solution that will fit your company for the long haul. To help, we've outlined five essential criteria you should consider before signing on the dotted line.

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Things to consider

Fit and function

First things first. Start by documenting your business needs and requirements. Next, determine what's holding your company back today. Where are the bottlenecks and breakdowns? Make sure to consider all angles—including process workflow, analytics, operations, mobility, accounting, procurement, client experience, etc. Identify the financial impact that these shortcomings are having on your company. Rank them in order of importance.

Be transparent throughout the process, and include all stakeholders in these discussions. Invite end users, executives, financial decision makers, and IT personnel to the table. Pay close attention to topics like usability, product scalability (to support more users and revenue), and the software's ability to sync with other products you're using today or might use in the future.

Ask the right questions:

❏ What are the current issues?

❏ What do I need the new software to do?

❏ Who will use it most and for what?

❏ Where will it be used?

❏ What systems need to be integrated?

❏ Can it help me eliminate the need for other applications?

❏ What data and information needs to be collected?

❏ Is there room for growth?

❏ Does the software require customization?

Usability and adoption

How easy or difficult software is to use will have a direct impact on whether your workers adopt it. The software's interface should be intuitive and fast. Employees—especially digital natives who've grown up with technology—are accustomed to pleasing consumer experiences across Facebook, Uber, and Spotify. They bring similar expectations to the workplace.

Make sure to involve people who will be using the software daily to attend publisher meetings. Encourage flexibility and open mindedness, as employees may be skeptical and unwilling to let go of comfortable modes of action.

Ask the right questions:

❏ Is the software easy to learn and use?

❏ Will I have to jump around between multiple windows and systems?

❏ Does the product have good peer reviews and testimonials?

Price and budget

Once you've established a list of the features that are most important to you, it's time to determine your budget. Keep in mind the problems that you're facing with your current software and pencil out what those problems are costing you on a recurring basis.

Consider costs beyond the sticker price. Evaluate the full spectrum including implementation, support, maintenance, hosting, upgrade fees, and training. Any required process changes should also be considered but recognize that just because you've been doing something the same way for many years, doesn't mean it's the best way.

Ask the right questions:

❏ Will I need to buy other applications to fill in capability gaps?

❏ Are there implementation costs?

❏ Are there support and maintenance costs?

❏ What about training?

❏ Will there be integration costs?

❏ Are there per user costs?

Implementation and training

Just like any construction project, your software implementation should follow a well-thought-out plan, complete with a schedule. As you evaluate software publishers, consider whether they have regional consultants available to guide your personnel through the sequence of events and training that need to occur for the new system to be implemented successfully.

During this transition, your employees will be learning a new system while at the same time maintaining their current system and day-to-day activities. With the right guidance, this does not have to be a major disruption to your business.

Ask the right questions:

❏ How long will it take to implement?

❏ Will I need to invest in additional infrastructure?

❏ Will I receive help or am I on my own?

❏ What training is available?

Publisher commitment

When you buy construction software, it's not just an investment in the product itself. Your purchase also connects you to the software publisher for years to come. As you evaluate products, verify the publisher is reputable and has your back.

A strong software package will typically have a large user base. Why? Because solutions that have large user communities typically have built-in functionality based on feedback provided by users over a long period of time.

Ask the right questions:

❏ How frequently does the software publisher make enhancements to their product?

❏ What would happen if they acquired no new customers for a year?

❏ Does the publisher have customers similar to you?

❏ How large is their customer base?

❏ How innovative is the solution, compared to others on the market?

❏ What are the software publisher's support hours?

Sage CRE products

Say hello to Sage.

If you 're responsible for purchasing software for your construction company, consider Sage. We've been in the construction field for over four decades, and it shows. Here are some fun facts about us.

- Serving the technology needs of the construction industry for more than 45 years
- Our software is used to manage 400,000 projects and 5.7 million subcontracts per year
- 45,000 customers, with three new customers added each day

Our construction solutions

Sage 300 Construction and Real Estate

Ideally suited for larger companies, the solution is the market leader in end-to-end construction and property management software. Includes mobile solutions that improve field and office collaboration.

Sage 100 Contractor

An ideal step-up for growing, mid-sized companies using Excel or other generic software packages, providing easy access to job cost and project management information.

Sage Estimating

Designed with a familiar spreadsheet look and feel, our best-of-breed estimating solution integrates with eTakeoff Bridge, Dimension, and AutoDesk Navisworks to speed the take-off process and simplify building bids with 2D and 3D content.

Sage CRE channels

Where can you buy?

We sell our products exclusively through our network of value-added, locally-based, independent partners, rather than mass merchants. We owe much of our success to this arrangement, as well as to the quality and dedication of the partners who represent our software. What advantages do our partners provide to you? For starters:

- All our partners have extensive experience in the construction industry (i.e. they speak your language).
- They can offer fast, professional, local service if the need arises.
- They will help match your business with a solution that best addresses your business issues.
- They can provide on-going consultation and value-added services (implementation, customization, training, etc.).
- They enable you to support a local business.

To find a value-added partner contact:
Christina Snegirev
Lead Development Specialist
800-628-6583 Ext. 320329
Christina.Snegirev@sage.com

Pricing

How much does it cost?

Sage offers a wide range of solutions to fit diverse business sizes and budgets. Actual costs are determined by number of users, specific modules purchased, implementation, customization, and training needs. However, the figures below will give you a ballpark estimate for what your software only investment might be.

Sage 300 Construction and Real Estate
Starts around $10,000+

Sage 100 Contractor
Starts at $5,000+
Subscription pricing also available.

Sage Estimating
Starts around $3,500+

Training

What training and support is available?

Sage training covers a broad range of topics to ensure your workforce gets up and running quickly with maximum productivity. Courses are available in three formats:

- Anytime Learning: Pre-recorded, online training that can be viewed 24/7
- Realtime Learning: Live, online, in virtual classroom environment
- Replay Learning: Recordings of previous live online classes that can be watched anytime

Training covers topics including:
- Construction accounting and job costing
- Contracts and billing estimating fundamentals
- Project management
- Purchasing and inventory
- Service receivables and service management
- Custom report and form design, including Crystal Reports financial statement design
- Year-end procedures

Technical Support
Sage offers a variety of support plans that can be tailored to meet the specific needs of a company. Services include: phone and chat support with a support representative, online access to Knowledgebase, and peer-to-peer community.

Let's talk

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