




sage 300

Construction and Real Estate

COMPLETE

Construction
Management Software

RELIABLE. **INTEGRATED.** EASY-TO-USE.

A photograph of three construction professionals—two men and one woman—wearing hard hats (blue, white, and yellow) and leaning over a table to review architectural blueprints. They are in a construction site with exposed wooden beams and scaffolding in the background. The lighting is warm and focused on the workers.

*"We asked around, and one name kept coming up:
Sage 300 Construction and Real Estate.
They understand our industry. When you have
been doing something for as long as Sage has,
you get good at it."*

Dennis Donovan, president, Tercera Construction

AT THE FOREFRONT

FOR OVER 40 YEARS

Running a better business starts with running better software

You've worked hard to get your company where it is today. While investing in new software technology can help you get to the next level, it's not a decision you're about to make lightly. We understand. Fortunately, choosing a new system doesn't have to come down to sprinting ahead, planting your foot, and pushing off into the unknown.

Sage 300 Construction and Real Estate (formerly Sage Timberline Office) is the software you can trust because it's trusted by more construction firms for accounting, estimating, project management, payroll, and job costing than any other construction management solution.

With more than 40 years of industry know-how built right in, Sage 300 Construction is the software by which all others in the construction and real estate industries are judged. Instead of taking a leap of faith with a less proven solution, take a leap of confidence with the industry leader: Sage 300 Construction and Real Estate.

SAGE IS THE RIGHT CHOICE

HERE'S THE PROOF



Comprehensive

Most widely used software for construction job costing, payroll, estimating, and project management.



Trusted

Trusted by more than 50,000 customers and 59% of the Engineering News-Record Top 400 contractors.



Experienced

Over 40 years of construction know-how built in.



Industry Expert

Implemented through a network of experienced partners.

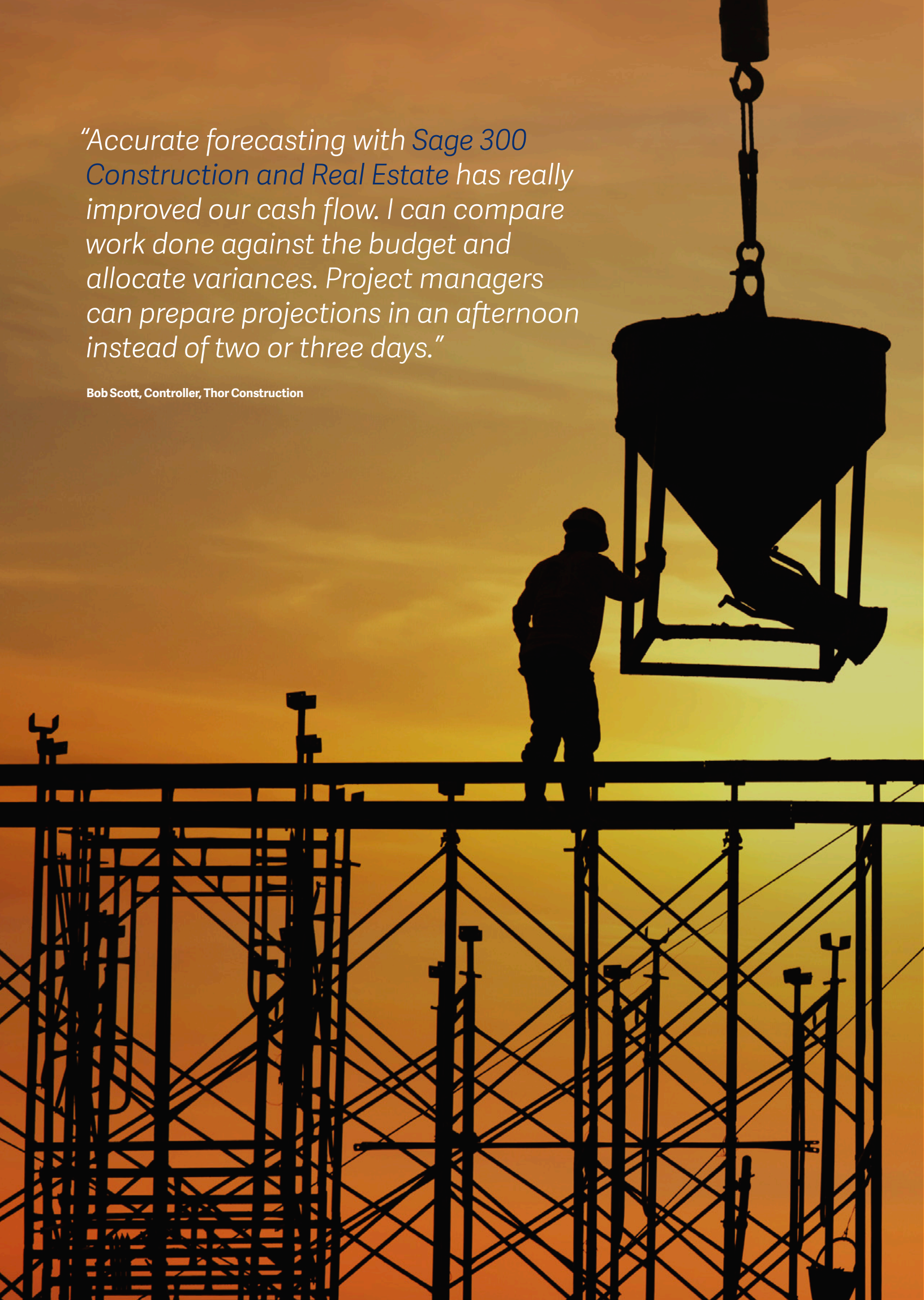


World-class

Backed by world-class customer support you can count on.

"Accurate forecasting with Sage 300 Construction and Real Estate has really improved our cash flow. I can compare work done against the budget and allocate variances. Project managers can prepare projections in an afternoon instead of two or three days."

Bob Scott, Controller, Thor Construction



BUSINESS WITHOUT BLIND SPOTS

Our integrated approach is often imitated but never duplicated. Sage 300 Construction helps construction and real estate businesses run better. It does so by providing total integration through – and insight into – all levels of your organisation.

Instead of projects, processes, and workflows getting bogged down by various bottlenecks, information is entered once and flows throughout the system. By eliminating redundant tasks and data entry, improving collaboration, and providing single-source access to all your vital business data, Sage 300 Construction makes the wheels of your business spin faster.

Connected

Sage 300 Construction pulls your business together, connecting all aspects of financial management, project management, and day-to-day operations. This connectivity drives business efficiency.

Collaborative

Sage 300 Construction supports the natural workflow of your business and provides the capabilities you need to establish a collaborative environment – with all of your team members working efficiently toward the same goal.

Customisable

Make Sage 300 Construction your own by configuring it to fit your unique needs. You choose which applications you want and build a solution that's the right fit. This way you're not stuck paying for software you won't use. Plus users have the ability to customise screens, data fields, inquires, reports, workflows, toolbars, and more – or use familiar Excel-based reporting tools – dramatically improving personal productivity.

Five ways Sage 300 Construction helps you run a better business.



Visibility

Enables rich, crossfunctional reports and forecasts that enhance decision making.



Efficiency

Improves accountability and efficiency at every level of the organisation.



Compliance

Minimises liability in the field and confidently manages vendor and subcontractor compliance.



Transparency

Empowers executives with instant snapshots into the health and profitability of the business.



Collaboration

Streamlines workflow by removing bottlenecks and breaking down barriers between organisational departments.

YOUR FINANCES IN FOCUS

Accounting is not just about crunching numbers. It's about watching over your company's financial health and making savvy decisions based on sound insight. With Sage 300 Construction Accounts Payable, Accounts Receivable, General Ledger, and Job Cost serving as the backbone of an integrated financial and operations management solution, Sage 300 Construction puts all your business and project metrics in sharp focus so you can maximise profitability. Built-in and customisable reports give you the insight you need to make timely, well-informed decisions. Get the big picture. Drill down to the details. All at a moment's notice. It's a level of insight and information access you'd expect from the industry leader.

Control costs

Accounts Payable puts you in charge of the entire payables process – from the moment invoices come in your door through the approval process and cheque or credit card payment selection. Invoice entry is simple and efficient. Payment selection is even easier; choose an invoice and pay by any criteria you define. You can also use electronic document management to regain control of your accounts payable workflow and better manage your company's critical documents.

Improve cash flow

Accounts Receivable gives you all the tools you need to stay in touch with clients and on top of receivables to proactively manage your cash position. The software maintains complete client profiles to help you monitor relationships

and facilitate timely payments. With integrated payments, you can save time by eliminating duplicate data entry. Plus you can speed up bill collection, save money on transaction fees, and put money in your hands faster.

Know where you stand

General Ledger provides the multicurrency reporting prowess you need to manage more effectively. Whether it's the big picture or granular details, you want immediate answers. Sage 300 Construction gives them to you with rich analytics that provide instant snapshots of your cash position and put your finances in focus. You can even use your financial data in Excel to create reports that leverage all the features you're familiar with including graphing, charting, and pivot tables.

Improve profitability and cash flow with Sage 300 Construction and Real Estate

"We now truly understand what our gross margin is on every job."

John Siamos, finance and administration manager, Georgiou Group

ON THE SPOT JOB COST

Keep project costs in check every step of the way. The magnitude of factors that contribute to the profitability of a job can be staggering: labour, subcontracts, equipment, materials, retainage, change management, and on and on. With hard dollars at stake, the need for an integrated system to handle this complexity is critical. Sage 300 Construction Job Cost enables you to easily monitor, analyse, and report on all project-related data.

Make course corrections

Job Cost puts insightful project indicators on the screen in seconds. With real-time access to critical data – such as committed versus actual costs, forecasts, and units in place – business leaders can weigh risks, identify opportunities, and make corrections that prevent job fade and profit erosion.

Manage change

Project changes can quickly derail your ability to turn a profit on a job. Sage 300 Construction empowers project managers to quickly enter, assign, account for, and monitor changes that occur on a project. Updated costs and revenue statuses are automatically reflected in the project's overall budget and revenue forecast.

Handle complexity

Regardless of the complexity of the project, Sage 300 Construction can help handle it with intuitive simplicity. From projects with simple cost structures to those with multisection jobs, multisection job codes, and multiple cost categories, you gain easy access to the insight you need to manage your jobs for optimum profitability.



Gain control of project details with integrated job cost capabilities.



Compare up-to-the-minute actual costs with budgeted costs.



Easily control RFIs, construction variations, and change requests.



Reduce risk with job-level security and an audit trail for every transaction and entry.



Find out your cash position instantly and eliminate uncertainty.



Manage activities across multiple divisions, regions, or companies.

PROJECT COMMAND

CLOSE AT HAND

Details, details. Project management software is only as good as its ability to provide easy access to relevant, timely information. With an integrated Project Management solution, Sage 300 Construction provides keen insight into day-to-day activities so you can ensure your projects remain on schedule and on budget. Along the way you'll be able to identify potential issues before they become problems – reducing risk and increasing project profitability. Instead of letting the issues impact you, eliminate inefficiencies and streamline operations with Sage 300 Construction and Real Estate Project Management.

Proactive decisions

Your project stakeholders can make confident decisions when they have the right information, in the right format, at the right time. Sage 300 Construction delivers; for example, with the Job Overview Inquiry, you can instantly see the status of contracts, profit, billings, costs, cash, RFIs, and submittals all at once.

Collaborative workflow

Critical to every project's success is keeping everyone involved in the project connected. Sage 300 Construction Project Management standardises the workflow of your projects and documents, keeping all participants up to date with the

latest and greatest information, including: prime contracts, subcontracts, change requests, plans and drawings, submittals, and more.

Intuitive design

Project Management is designed to work the way you do. The software is straightforward and easy to learn because electronic documents mirror many of the paper documents you're using today.



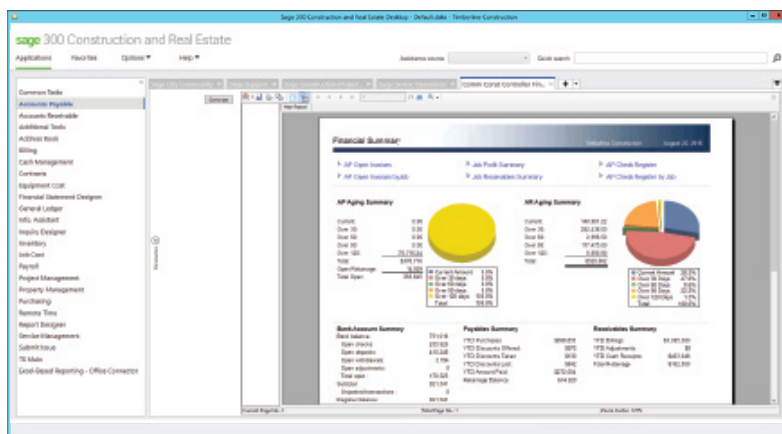
Deliver projects on time and on schedule with Sage 300 Construction and Real Estate

"Sage 300 Construction and Real Estate has enabled us to eliminate duplicate entries, which saves time and eliminates potential errors. What previously took two full-time people a full day now takes one person 45 minutes."

Anthony Enea, president, Ruvin Brothers Artisans and Trades



Quickly move through tasks by setting up Favourites. Group together common everyday tasks based on job function for added convenience.



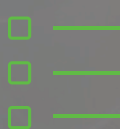
Keep projects on schedule and on budget. Customise your desktop with favourite reports and metrics so that project details are always at your fingertips.



Track and manage costs, contracts, and documents — the three pillars of project management.



Easily create, track, and receive important project-related documents.



Proactively identify project issues as well as potential and real cost overruns and make corrections.



Efficiently manage the change process.



Mitigate risk by proactively managing subcontractor compliance.



Reduce the risk of litigation through improved communication and dedication.

BETTER ESTIMATES

BY EVERY MEASURE

Put your best quote forward. To win more work and ensure the profitability of every project, you have to build estimates with more speed and precision than ever before. Let Sage Estimating solutions do the heavy lifting for you. With features such as digital plan takeoff support, you'll build quotes with quick precision. Best of all, Sage Estimating works in tandem with Accounting, Job Cost, and Project Management. Once a quote is approved, the appropriate data feeds seamlessly into Sage 300 Construction Job Cost and across your business. No data loss. No redundant entry. No wasted effort.

Quick

Turbo-charge your takeoffs. Sage Estimating can slash takeoff time by 50% or more versus manual or generic spreadsheet methods. Choose from a variety of takeoff methods. Then, simply pull individual or groups of items from a variety of industry-specific databases directly into your quote worksheet.

Precise

When you think of Sage Estimating, one word ought to come to mind: Bull's-eye. This integrated module pulls together precise calculations and costs across all aspects of the quote: labour, supplies, subcontractor quotes, materials, equipment, and even overhead and profit.

Integrated

By uniting estimating with operations, Sage 300 Construction keeps all team members on the same page, looking at the most current data. With a complete view of the business close at hand – including historical data from

accounting, estimating, scheduling, and job tracking – you can make more savvy decisions and improve quote accuracy.

Options to meet your unique requirements

Estimating

Estimating Basic: Easy-to-use assembly-based solution.

Estimating Standard: Combine key estimating efficiencies with all the ease and intuitive point-and-click, drag-and-drop technology.

Estimating Extended: Advanced estimating tools with greater takeoff, analysis, and productivity capabilities.

Electronic Takeoff

eTakeoff Dimension: Easy-to-use solution includes time-saving features like pattern and auto-count symbol search.

OnCenter's On-Screen Takeoff*: Automates takeoff workflow and provides a quality assurance audit trail.

*available as a 3rd party add-on.

"We have relied on [Sage] Estimating solutions for 20 years. Other software packages have come and gone over the years, but [Sage] Estimating changes with the times and is a constant tool that's at the core of our projects."

Nick Pera, pre-construction executive, Rudolph and Sletten

REGAIN CONTROL

OF DOCUMENTS, ACCOUNTS PAYABLE APPROVALS, AND MORE

Eliminate the paper chase. Construction and real estate businesses are document-intensive, to say the least. A given project or property might have several boxes and dozens of file folders filled with various versions of drawings, plans, RFIs, submittals, invoices, lease agreements, rental applications, and contracts. Sage 300 Construction eliminates the paperwork in favour of digital document management. It simplifies and streamlines the way you store, index, retrieve, and route the documents that drive your business. The Document Management application runs directly with Sage 300 Construction, maintaining all versions of revised documents and providing easy access no matter where you are in the system. With better control of your documents, you'll reduce risk and ensure a clean audit trail.

Storage

Sage 300 Document Management eliminates the paper chase for accounting and operations staff. It gives you control over electronic content and simplifies processes from project start to finish. Easily store, index, retrieve, and automatically route documents throughout your organisation for review and approval. Powerful search capabilities allow you to retrieve your documents with lightning-fast results based on your access privileges.

Sharing

Rules-based routing ensures documents are reviewed by the right people in the right sequence every time. The flexible system enables you to designate review teams, then route the digital files to all reviewers simultaneously or in a predetermined sequence. This automated workflow helps you avoid unnecessary delays and get paperwork approved faster.

Security

Sage 300 Document Management heightens security by providing total control over who can access or modify documents. Centralised storage of your files also protects your company by eliminating misfiled and misplaced documents that can ruin the reputation of your firm and put projects at risk.



BUILD A SYSTEM THAT'S RIGHT FOR YOU

No matter where your organisation fits in the building cycle - construction, service and specialty contracting, development, or property management - Sage 300 Construction provides the

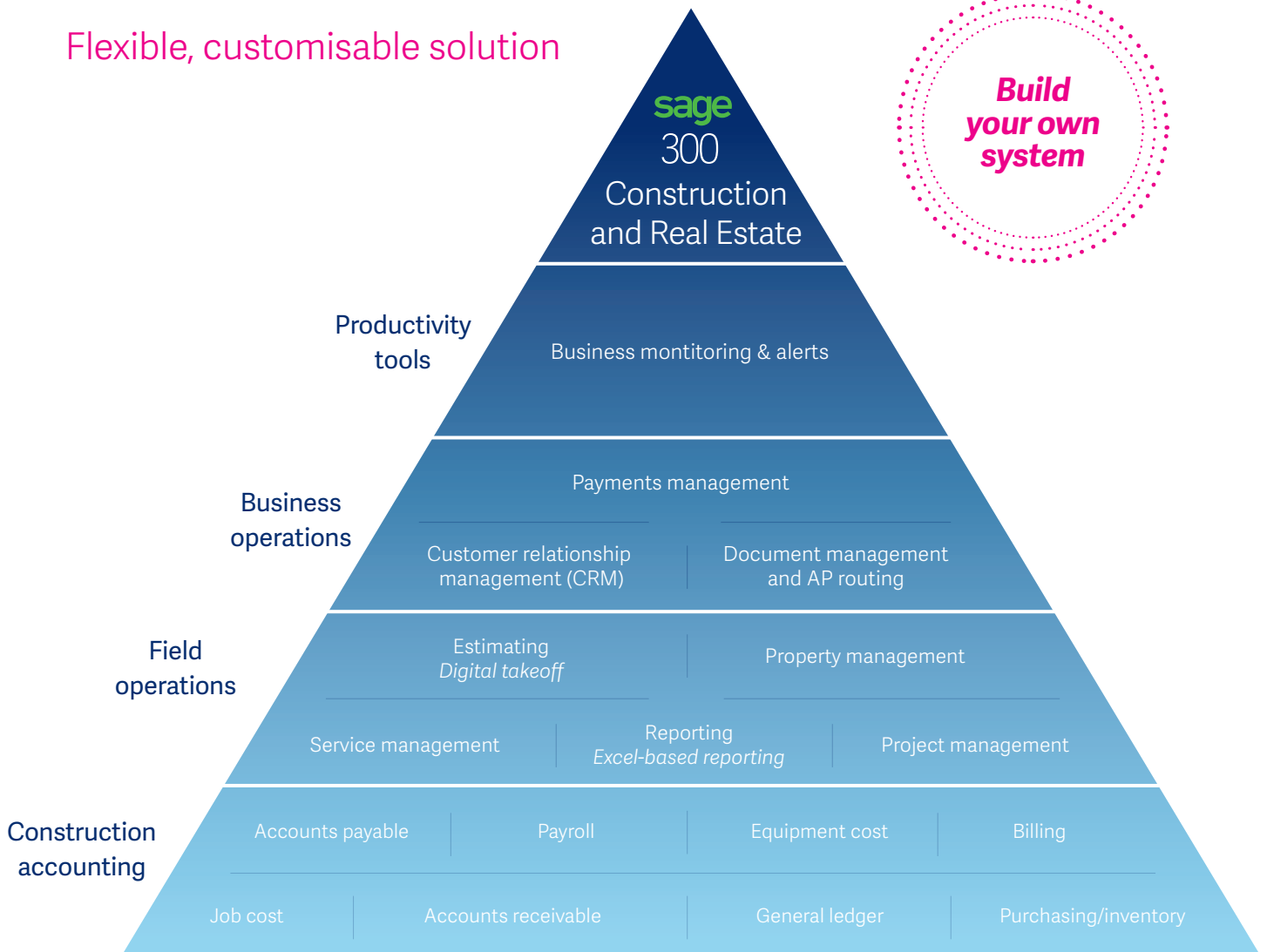
integrated functionality you need to improve productivity, control, and profits. Build out your Sage 300 Construction system to match your needs. Each application integrates with the rest of Sage

300 Construction to ensure optimum workflow and enable cross-functional data sharing and reporting that drives the best business decisions.

All together now

Sage 300 Construction and Real Estate provides an integrated, modular approach that connects all the vital aspects of your finances and operations - sharing information, improving business insight, and eliminating redundancy. **Build the system that makes the most sense for your organisation.**

Flexible, customisable solution



Sage 300 Construction and Real Estate modules

Reporting and Report Designer

With flexible, interactive reporting and inquiry tools, you'll get the real-time information you need for a clear view of your business condition. Backed by numbers you can trust, you'll be well prepared to make sound financial and operational judgments.

- Monitor trends with at-a-glance graphical reports
- Get accurate, instant answers through interactive inquiries
- Benefit from instant insight with point-and-click reports
- Choose from more than 1,400 prebuilt reports or create your own
- Easily create charts and graphs for additional analysis of trends
- Place your favourite reports on the main toolbar for easy access

Property Management

The Property Management module offers the flexibility you need to manage virtually any lease agreement – including multiple leases per tenant, multiple units per lease, and multiple tenants per lease.

- Enter and edit future lease information as you receive it, then activate the lease at a later date
- Enter each lease with its own provisions
- Track pending move-ins and move-outs and simplify lease start and termination with user defined checklists
- Automatically prorate all charges upon move-in and move-out

- Stay on top of lease options with virtually unlimited lease-option tracking
- Track retail sales and calculate average rents

Procurement

Sage 300 Construction Buyout, Purchasing, and Inventory applications keep you on top of all aspects of material management – including generating purchase orders, tracking variations, issuing receipts, authorising returns, invoices, and more.

- Simplify the RFQ and material acquisition processes
- Efficiently handle the buyout process
- Quickly turn estimate items into desired material groupings and perform the tasks necessary to handle job buyouts
- Automatically generate and send RFQs to suppliers and subcontractors by email, fax, or printed hard copy
- Consolidate purchasing and replenish inventory items through a single information source

Payroll

The integrated Payroll solution reduces the resources and overhead required to process payroll – even in labour-intensive organisations. With the flexibility to adapt to your organisation and region, it simplifies the way you process employee EFT payments, tax reports, superannuation reports, and more.

- Quickly customise timesheets for different departments of your organisation
- Easily monitor and control

labour costs with in-depth labour analysis

- Customise your own cheques.
- Define guidelines for automatic calculation of pays, pre-tax or after tax deductions and Superannuation contributions
- Easily set up tax tables for automatic calculation of government taxes and receive annual PAYG tax table updates
- Produce different sets of reports based on your country's requirements (for example, Australian employee payment summaries)
- Timesheet integration from payroll direct to job costing, equipment costing and equipment revenue without any extra data entry.

Equipment Cost

Our fully integrated Equipment Cost module tracks ownership, maintenance, cost, revenue, location and profitability for every piece of equipment in your fleet.

- Easily track all costs incurred for every piece of equipment in your fleet.
- Easily enter equipment related cost and revenue information directly into Equipment Cost, through Payroll timesheets or Accounts Payable invoices, with information distributed to Job Cost, General Ledger and Billing.
- Track meter readings, licence expirations, location, make, model, year and more.



THE SAGE CUSTOMER EXPERIENCE

No software provider has more experience providing a great experience. From the moment Sage made its bold entry into the construction market over 40 years ago, we've been dedicated to helping construction and real estate companies operate more efficiently. But our heritage isn't only about software – it's about how we serve our customers. The Sage customer experience starts with our commitment to delivering personalised and professional service at every stage and continues on as your business grows and its needs change. We make your investment in our solutions easy, beneficial, and rewarding.

Local expertise

Our network of authorised business partners and certified consultants understands the challenges of the construction and real estate industry. Regionally based, these experienced professionals have helped thousands of construction and real estate companies get up and running quickly on Sage 300 Construction – and they provide the ongoing service you need for continued success.

Responsive customer service

We back our solutions with comprehensive customer support, including regular maintenance software updates and 24x7 access to an online knowledge base. Added peace-of-mind: 92% of our customers rate Sage 300 Construction support an eight or higher on a ten-point scale.

Flexible training

Sage and our business partners provide multiple training methods for convenience and affordability, including classroom, online instructor-led, online prerecorded Anytime Learning, web seminars, onsite or local training options, and an annual customer conference

Professional services

Each business has different needs. Working with our business partners, Sage supports implementation and deployment that will help make Sage 300 Construction the perfect fit for your business. We bring extensive product and industry experience to each partnership.

Add-on solutions

Enhance or expand the power of Sage 300 Construction with add-on solutions from Sage. Simplify processes with a paperless environment, and payments integration.



sage 300
Construction and Real Estate

Call us. Chat to us. Email us today

Sage

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www.sage.com/au