

# Ruvin Bros. boosts service through sharing detailed job costs

## Custom homebuilder runs a smart business on Sage 300 Construction and Real Estate



### Customer

Ruvin Bros. Artisans & Trades

### Industry

Custom homebuilder

### Location

Milwaukee, Wisconsin

### System

Sage 300 Construction and Real Estate

Milwaukee, Wisconsin-based luxury homebuilder, Ruvin Bros. Artisans & Trades wanted to be able to give its customers detailed breakdowns of costs and deliver them fast.

The ability of Sage 300 Construction and Real Estate (formerly Sage Timberline Office) to break out costs and materials at the room level is what sold Ruvin Bros. on the software, says President Anthony Enea.

“Our clients wanted a better understanding of the costs, so we worked at improving our systems and efficiencies in order to give our clients more detailed information, more often. Getting Sage 300 in place was the last piece of the puzzle,” Enea says. “Fortunately, the switch was something we were able to do very quickly.”

### Accounting to enhance communication

Sage 300 makes it easy for the custom builder to communicate to clients the cost of any aspect of building a house.

“I can tell you on any job what the cost of any item is from a specific piece of hardware to something as large as the overall project cost, all at the push of a button,” Enea says. “We give our clients reports with that level of detail every two weeks, and we’re getting very positive feedback.”

Enea says he appreciates having so much information immediately available, something that’s useful with subcontractors as well as clients.

“As an example, if a subcontractor calls questioning the status of an invoice, our accounts payable department can verify if the check has been sent and if so what date, and if it has cleared the bank and if so, when,” Enea says.

And when a client calls with a question or concern about his project, any staff member can access Sage 300 and provide real-time information to the client.

“What previously took two full-time people a full day to bill now takes one person 45 minutes.”

Anthony Enea  
President, Ruvin Bros. Artisans & Trades

### Challenge

As a luxury custom homebuilder, the company needed to quickly provide its clients with detailed breakdowns of costs.

### Solution

With Sage 300, the builder can break out costs and materials to the room level and quickly provide clients with detailed reports.

### Results

The company is now able to bill its clients on a biweekly basis. What previously required two full-time staff a full day now takes one person only 45 minutes.

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#### Added efficiencies reduce human error

The new software also eliminated inefficient accounting practices at Ruvini Bros., Enea says. For example, before using Sage 300, Ruvini Bros. manually input data into several different applications, then transferred that data into its accounting software. “It took more time and had a greater potential for errors,” Enea says.

“Sage 300 has enabled us to eliminate duplicate entries, which saves time and eliminates potential errors,” Enea says.

“The result is the ability to bill our clients biweekly instead of monthly. And what previously took two full-time people a full day to bill now takes one person 45 minutes.”

Enea says he has just one regret when it comes to Sage 300: “I wish we would have implemented it sooner.”

#### About Sage Construction and Real Estate Solutions

With more than 40 years of industry experience, Sage keeps projects moving with the most job-ready and people-connected solutions for construction and real estate. Its 40,000 customers use Sage to manage more than 400,000 jobs, 5.7 million subcontracts, and 622,000 rental units each year. To learn how Sage can help your organization, visit [www.sagecre.com](http://www.sagecre.com), call 1-800-628-6583 or contact a Sage Business Partner.

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