

# Tercera Construction opens the door to Sage 300 Construction and Real Estate

## Purpose-built solution provides the tools this contractor needs



### Customer

Tercera Construction

### Industry

Commercial construction

### Location

Vancouver, British Columbia

### System

Sage 300 Construction and Real Estate

Tercera Construction is a start-up general contracting firm on a fast growth track. Founded by three enthusiastic partners, Tercera Construction recently broke into the Vancouver, British Columbia, market with a focus on commercial and light industrial projects. Launching a new construction company during a significant economic downturn requires confidence, skill, and the right tool set. Tercera Construction selected Sage 300 Construction and Real Estate as the tool to help it meet the demands of a new, more challenging construction landscape.

### Breaking ground

“We started out with Sage 50—Canadian Edition,” recalls Dennis Donovan, president of Tercera Construction. “It was easy to use, but we quickly realized that it was not enough. To compete in the marketplace, we needed to build a strong foundation using construction

software that would deliver real-time information about our jobs and our company.”

Anxious to get started, the company turned to a web-based construction application. “It was affordable, but it was too cumbersome to use, and the cost would continue to grow as we grew,” explains Donovan. “Plus, no other companies that we knew of were using it. As we asked around, one name kept coming up: Sage 300 Construction and Real Estate.”

### A strong foundation

Donovan and his partners attended a lunch and learn session sponsored by Sage and were impressed: “Sage 300 Construction and Real Estate is designed for contractors. They understand our industry. When you have been doing something for as long as they have, you get good at it. Sage 300 Construction and Real Estate is intuitive,

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Dennis Donovan  
President, Tercera Construction

### Challenge

As a new general contractor, Tercera Construction sought a powerful, scalable construction software solution that could form the foundation of its operations.

### Solution

After a couple of false starts, Tercera Construction implemented Sage 300 Construction and Real Estate because of its reputation in the industry, rich feature set, flexible implementation options, and ease of use.

### Results

Comprehensive job costing and project management functionality delivers vital decision-making data. Access from anywhere arms field staff with current job details. Integration with industry-standard tools leads to faster, more accurate estimating.

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Dennis Donovan  
President, Tercera Construction

comprehensive, and well-engineered. We saw that the investment would pay off for our employees, partners, and clients.”

The help of a local business partner has been invaluable, Donovan says: “They helped us with the setup and configuration of the software and gave us great input and advice on the accounting side of the operation and workflow best practices. They definitely helped us avoid some missteps that would have cost us in the long run.”

#### Construction-specific toolset

As a general contractor, it is imperative for Tercera Construction to closely monitor its cash flow. The absence of accurate, up-to-date information about cash flow and profitability can affect the company’s ability to obtain bonds and financing for its projects. “Construction accounting is different, with lots of factors impacting profitability and cash flow. With Sage 300 Construction and Real Estate we know precisely where we are financially, and we can produce the professional reports that our clients and banks require,” says Donovan.

With integrated accounting, job costing, and project management modules, Donovan and his partners find that they spend less time performing data entry and searching for important job information. “Our people are our most expensive and valuable asset. We need to provide the right tools so they can work efficiently,” says Donovan.

#### Technological advantage

Tercera Construction is taking advantage of the integrated tools available to Sage 300 Construction and Real Estate users. “We are working in a new age,” notes Donovan. “Plans come to us electronically, as CAD files. Sage offers the electronic tools to capture building information for our estimates. That is a huge time saver. It allows us to work on estimates, not in estimates.”

The company’s software is hosted by a third-party hosting service. The hosted model makes it easy for the company’s staff to access the data it needs from anywhere. “When on site, we can access the project data we need from our laptop computers,” Donovan adds. “Sage 300 Construction and Real Estate gives us the job information we need—everywhere we go.”

#### Competitive edge

Donovan fully understands the challenges facing a construction company, and he and his partners make strategic decisions to help ensure their success. “We believe one way to successfully compete is to invest in today’s technology,” he says. “We have invested in the best software and received expert help setting it up. Now it is up to our people to deliver projects on time and on budget.”

The company’s investment in technology is paying off. “We are already hitting our sales goals and we are on track to double or even triple those goals this year,” Donovan concludes. “With Sage 300 Construction and Real Estate, we are able to operate with lower overhead while providing the same high level of service.”

#### 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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