

Sage Master Builder

Features/Advantages/Benefits by Role



Owners

Feature	Advantage	Benefit
Client Tracking	Manage clients from first contact to signed contract and beyond. Assign salespersons, keep notes, and use the lead source list and client reports to track the effectiveness of advertising and other promotions. Set callback dates to schedule sales calls or place follow-up calls after a job is complete.	Better management of the marketing and sales processes will result in more satisfied customers, a greater number of referrals, and more business.
Proposals	Produce proposals directly from your takeoff or budget in various formats that can be customized to meet your needs.	Acquire more profitable jobs with proposals that are more accurate and professional.
Job Cost	Research company and job revenues and expenses using job costs that are maintained in full detail throughout Sage Master Builder.	Keep better track of actual versus budgeted cost variances on jobs. Detect cost overruns early, so they can be adjusted sooner. Increase your profitability by eliminating surprises and giving you better insight into your job costs.
Financial Analysis and Reporting	Report the financial status for all aspects of your company with access to more than 1,000 different professionally designed reports with easy-to-enter selection criteria. Use the included or other external report writers to create your own unique reports.	Reporting is quick, concise, and flexible, so you can generate reports exactly how you want them.

Accountants

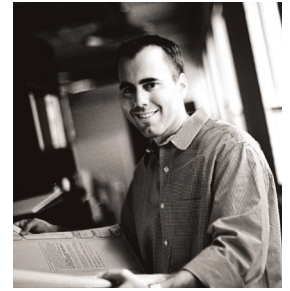
Feature	Advantage	Benefit
Construction Accounting System	General Ledger, Accounts Payable, Accounts Receivable, and Payroll are integrated together in a system designed for construction job cost accounting.	Enter data once and information is shared throughout the system for efficiency and accuracy. Security and complete control forms a bullet-proof audit trail.
Job Cost	Track revenues and expenses for jobs and projects with job cost posting that is integrated throughout the General Ledger, Accounts Payable, Accounts Receivable, Payroll, Equipment, and Inventory programs.	Maximize your visibility into revenues and expenses for specific jobs. Understand which jobs, subcontractors, and crews are driving profitability for your company and which ones are not.

SAGE MASTER BUILDER

sage
software
Your business in mind.

Sage Master Builder

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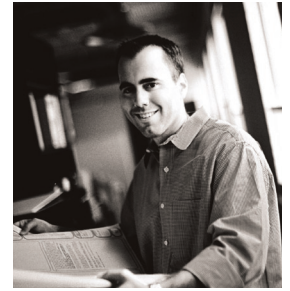


Feature	Advantage	Benefit
Payroll	Take advantage of a complete payroll system that supports the complex needs of a construction payroll, including split rate workers' compensation, certified payroll, union benefits, and more.	Get the most accurate payroll costs available. Automatically generate labor costs by calculating all your accruals as well as basic pay items on a line-by-line basis for every timecard. Save money on your payroll taxes and workers' compensation payments.
Equipment Management	Allocate equipment costs to jobs, and track repair costs, earned income, and maintenance. Perform rent versus buy analysis.	Maximize the profitability of your equipment and determine whether equipment ownership is worthwhile for your company.
Financial Reporting	Produce reports and graphs in GAAP-compliant formats. Some of the many graphs available are Current Ratio, Quick Ratio, Gross Profit/Sales, Net Profit/Sales, and Overhead to Direct Expense. In addition, trend graphs are available for Cash, A/R, A/P, Sales, Gross Profit, Net Profit, Break Even, and Working Capital.	Quickly generate all the financial statements and graphs that you need. Produce the financial statements that your company requires for loans or other financial reporting requirements. Understand exactly where your company is financially, so you can uncover and better predict future trends.

Project Managers

Feature	Advantage	Benefit
Scheduling	Schedule and allocate resources quickly and efficiently with an easy-to-use Critical Path Management (CPM) scheduling tool that integrates with estimating, vendor, equipment, and employee information.	Deliver your jobs on schedule by staying in complete control. Manage schedule changes quickly and efficiently. Automatically generate a call sheet that lists every subcontractor and supplier needed on your jobs, including their phone numbers, dates, schedules, and work descriptions.
Document Control/Management	Manage your Requests for Information (RFIs), Requests for Proposals (RFPs), transmittals, submittals, daily field reports, punch lists and correspondence. All are integrated with the Estimating, Change Orders, Purchase Orders, Subcontracts, and Payroll functionality within Sage Master Builder.	Don't lose track of important project documents and correspondence. Complete documentation helps prevent or resolve disputes and fosters better relationships with clients and other contractors.
Job Cost	Allocate revenues and expenses to specific jobs, phases, and cost codes. Review and report job costs relative to budget at any point during the job or after the job is complete.	Deliver your jobs on budget on knowing exactly how they are tracking to budget throughout the complete project lifecycle.
Billing	Use construction-specific billing options to suit your company's needs—Contract Billing, Time and Materials, Progress, Unitary, and Loan Draw.	Get paid faster for your work by using accrued job costs, percentage-of-completion, or units complete as the basis for billing.

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Estimators

Feature	Advantage	Benefit
Client Tracking	Manage your clients from first contact to project completion and beyond. Use previous estimates and assemblies to quickly and easily produce estimates for similar jobs.	Create estimates faster and more accurately by building on your experiences and reusing takeoffs and assemblies from previous similar jobs.
Estimating	Create fast, accurate plan takeoffs—with full material, labor, equipment, and subcontract details for every part of a project.	Easy-to-use, assembly-based estimating system produces estimates quicker and with greater accuracy.
Proposals	Automatically create professional and complete proposals directly from your takeoff. Use built-in customization features to format the proposals how you want it.	Win more profitable jobs by creating professional proposals that always include all of the items from your takeoff.

Service Managers

Feature	Advantage	Benefit
Integrated Service Management	Utilize Complete Service Management functionality that is integrated throughout Sage Master Builder accounting, inventory, and estimating modules. Includes service contracts, service routes, service dispatch, on-call work orders, quotes, point-of-sale and billing-of-service work and materials.	Avoid the extra work and mistakes that occur when maintaining multiple service management, accounting, and inventory systems. Keep your inventory up to date as service work is performed.
Work orders and Invoices	Easily create work orders that automatically generate invoices and are integrated with dispatching.	Save time by more efficiently managing your work orders and not entering duplicate information into invoices and dispatching.
Dispatching	Manage your service technicians by assigning work orders based on client location, priority, and service technicians load and expertise.	Maximize the capacity of your service technicians.
Inventory	Take advantage of a comprehensive inventory management system that is integrated with Estimating, Purchase Orders, Accounts Payable, Job Costing, and Service Billing. Inventory valuation methods supported include LIFO, FIFO, and WAC (weighted average cost).	Know what you have and don't have in stock. Take the guesswork out of ordering and stocking by producing reorder reports.
Service Agreements and Warranty Tracking	Quickly access information about equipment installed at client locations. Schedule service agreement and warranty work easily.	Fulfill service agreement and warranty work easily. Get a list of all customers with a defective piece of equipment in seconds.