

## CUSTOMER SUCCESS



## Sage Pro Delivers Solid Accounting Foundation for Superior Concrete

Texas-based Superior Concrete Products, Inc. builds and installs a range of fencing systems nationwide for residential, commercial, industrial, utility, municipal, and governmental customers. The company sought an integrated system that could capably manage its manufacturing and construction activities and efficiently track expenses for both. It contacted computer consulting firm Software Generation, which recommended Sage Pro, a solid accounting package with full source code availability that also provides robust, integrated manufacturing and job cost functionality. After a successful software implementation and an extensive training regimen, Superior Concrete has reaped the benefits of dramatically improved efficiency and control, along with enhanced financial reporting and cost/profit tracking.

### Top-Flight Performance

Calvin Clarke, vice president of finance at Superior Concrete, realized the inadequacies of the company's existing accounting system. Generating financial statements, for example, required the company to set up two separate "companies" (manufacturing and construction) and then consolidate the data on spreadsheets before manually preparing reports. Superior Concrete had to account for the costs of virtually every component in the process, plus labor, and had to accurately track construction, materials, and transportation costs. Given the existing system's deficiencies, it was evident that a new accounting solution was needed in order to properly track costs and monitor job profitability.

Clarke turned to Software Generation, a Texas-based computer consulting firm, to recommend and install a flexible accounting package. After several product evaluations, Steve Morin, president at Software Generation, suggested Sage Pro, which delivers top-flight manufacturing and job cost functionality along with solid accounting capabilities. The availability of source code provided by Sage Pro proved to be another important asset by enabling Superior Concrete to change the core business logic of the system, modify screens, and customize reports. Moreover, system modifications could be completed quickly and at a lower operational cost than compiled software.

### Customer:

Superior Concrete

### Industry:

Manufacturing/Construction

### Location:

Texas

### System:

Sage Pro ERP

### CHALLENGE

Superior Concrete's accounting system could not synchronize manufacturing and construction expenses and the company endured inefficiencies due to manual reporting procedures.

### SOLUTION

The Sage Pro accounting solution helps Superior Concrete manage its manufacturing and construction activities, and track expenses for both.

### RESULTS

Source code modifications to Sage Pro enables Superior Concrete to properly track costs, monitor job profitability, and enjoy enhanced decision-making at all management levels.

### Enhanced Staff Productivity and Decision-Making

After implementing Sage Pro, Morin conducted a comprehensive training course for Superior Concrete staff. To help Superior Concrete determine the profitability of particular jobs, Morin performed report modifications in the system that enable users to quickly ascertain the total costs associated with each project, broken down by manufacturing and job cost data. The system's report-writing capabilities have also helped Superior Concrete's management in its analysis and decision-making process by providing a quick snapshot of the company's financial health.

Plans are also underway to add Sage Pro Message Master to Superior Concrete's system to enable field staff to receive up-to-the-minute job cost information in Adobe PDF format through e-mail to their PDAs. Users will also be able to view current cost data compared to original estimates and determine profitability levels at any time and for any particular job.

According to Clarke, "We have experienced improved efficiency and the ability to expand into new areas with Sage Pro. For example, we can now analyze our manufacturing cost data to determine the current or projected profitability of any project. Soon, we will be able to do this on the job cost side as well. This means that we can make decisions more quickly and effectively than ever before. Just knowing that Sage Pro provides such strong manufacturing, job cost, and overall accounting capabilities has made our lives so much easier. It was an excellent choice!"

*"We have experienced improved efficiency and the ability to expand into new areas with Sage Pro."*

—Calvin Clarke  
Vice President of Finance  
Superior Concrete



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