

CONSTRUCTION MANAGEMENT SOFTWARE

Sage 100 Contractor

CUSTOMER TESTIMONIAL



CFO on the go, co.

CFO on the go specializes in the implementation, consulting, and training of Sage Construction software solutions including Sage 300 Construction and Real Estate, Sage 100 Contractor, and Sage Estimating.

From strategic planning through implementation and deployment, we apply real-world experience, best practices and a client-centric focus to deliver technologically advanced software solutions that dramatically improve business performance.

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UNIVERSAL ASPHALT CO., INC.

CFO on the go “Paves the Way” to Efficiency

Family-owned and operated since 1965, [Universal Asphalt](#) is a paving contractor that specializes in projects for public works, schools, and similar organizations.

CHALLENGE

Limited reports, delayed invoicing, and a lot of tedious, manual accounting and reconciliation was creating a major roadblock for the company. Dan Houck, President at Universal Asphalt, recalls, “Each of the general contractors we work with has their own unique invoicing procedures and forms that we kept in 3-inch binders scattered all over the office. We spent hours hand-typing invoices and doing a lot of work outside of our old system. The whole process was slow, inefficient, and we lacked any real job costing capability and reporting insight.”

SOLUTION

That’s when they discovered [CFO on the go, co.](#) and [Sage 100 Contractor](#). Dan says, “CFO on the go understands the construction business and has helped us get the most out of our system, which included replicating over 75 unique GC forms in Sage 100 Contractor. Now that everything is in the system, invoices get out on time so we get paid quicker, we can track job costs accurately, and everything is more efficient.”

RESULTS

20 years later, Universal Asphalt still relies on Sage 100 Contractor. Dan says, “We’ve been using the software since the 1990’s and to be able to stick with the same product all these years is remarkable. We get a perfect blend of built-in construction industry features with the ability to customize the system as needed.”

Dan also points out that leveraging technology has saved hundreds of hours in wasted time and tens of thousands of dollars every year. “Not only are we far more efficient and able to accurately track project costs and profitability, we’ve also shaved at least 20% off our overhead costs,” he says. “You’d be surprised at how quickly that stuff adds up and we keep everything under control with Sage 100 Contractor.”

“If you look back at our business over the last 40 years, I promise you we’re far more profitable in the last 20 years (with technology) than we were in the first 20. And it’s all a direct result of the tight cost controls and efficiency we’ve gained through Sage 100 Contractor and with the help of CFO on the go.”