

## Building on Growth

*In this Sage case study we talk to DF Warren, a Waterford-based building contractor, focusing on how Sage software helps to fuel growth and increase productivity.*

The managers of DF Warren, a mid-sized building contractor based in Waterford City, were facing a major hurdle: the company was experiencing huge growth fuelled by significant contract wins from the local County Council. The manual accounting system that they were using simply couldn't cope.

Lorraine Murphy, DF Warren's Office Manager, explains: 'The company had simply outgrown its paper-based system. Company managers had been budgeting and tracking supplier costs using Excel spreadsheets. They knew that they needed something more sophisticated that would not only handle the growth in business, but that would also increase productivity while preserving profitability.'

'For that reason, in early 2004 the company purchased an integrated software system from Sage.'

### Integrating for Increased Profitability

Working with PIMS, a Sage Business Partner, DF Warren purchased an integrated accounting and management system that included Sage Line 50, Sage Job Costing, and Quickpay for payroll processing. The software system is now reaping substantial rewards to the company.

'The Sage integrated system has a number of powerful benefits,' Lorraine continues. 'Possibly of most importance is the fact that we're now able to track all costs as we receive them from our various suppliers.'

'Supplier invoices are downloaded into the Sage system and allocated against specific jobs. Additionally, all labour costs and ancillary building costs are also tracked against individual jobs. Our managing director and other company managers can now compare the actual costs incurred for a specific job against budgets at any phase of a project's construction.'

'This means that we are able to spot possible cost over-runs before they happen, which enables us to preserve profitability.'

'The system also allows us to better track – and negotiate – prices from our suppliers,' Lorraine points out. 'Now, we know exactly how much we purchase from any given supplier. This means that we are in a much better position to negotiate best prices, thereby helping us to increase our profitability even further.'

### Promoting Productivity

But the Sage system has also significantly increased back-office productivity by reducing double entry of data, facilitating management report requests, and also providing smoother year-end processes.

‘Because the system is integrated, it means that we only have to enter details once,’ Lorraine states. ‘For instance, payroll data automatically migrates from our Quickpay payroll system to Sage Line 50. This not only increases the accuracy of our company accounts, but also increases my productivity.’

‘Company managers also benefit significantly from increased system speed, accuracy, and productivity. For instance, the Sage Report Writer allows me to generate accurate costings for each job almost instantly. I can now provide managers with detailed information quickly, enabling them to make decisions that will help us to meet scheduling, cost, and profitability targets.’

The Sage system also helps Lorraine to close out her year-end quickly and efficiently. ‘At year-end, I simply close out our year and hand a copy of our accounting data to the company accountants. They are then able to produce all year-end audits and management reports. This facility saves me a great deal of time and is much more accurate and more efficient than any manual systems.’

‘Bank reconciliation has also been made easier,’ Lorraine adds. ‘We recently upgraded to Sage Line 50 version 12. I can now do bank reconciliation almost with my eyes closed.’

### **So Easy to Use**

Lorraine has also found the Sage system very easy to use. ‘The Sage accounting and management system is intuitive and very user friendly. Because our office is so busy, I’ve possibly had only one day of formal systems training. But I find that I’m able to easily find my way around all system functions. The Sage integrated system does exactly what it says it will do.’

‘But if I do have any questions or problems, I simply ring PIMS, our Sage Business Partner. They will come down to me that day to sort out any questions that they can’t answer over the phone.’

‘I’m very please with the integrated system from Sage,’ Lorraine concludes. ‘It helps me to do my job better, while also contributing to the growth of the company by preserving profitability and increasing productivity. I use the system all day every day. And I know that I can rely on it.’

For more information on Sage Line 50, Sage Job Costing, or other Sage accounting and management software products, call us on 051-395900 or e-mail us [sales@pims.ie](mailto:sales@pims.ie)

Since the case studies DF Warren are trading as Warstaff Construction, for more information on Warstaff Construction, contact them on 051 857369.