

Success Story

UrbanCore construction builds both efficiency and profitability

With Sage 100 Contractor and
Procore Connector



“Our teams can be more efficient and productive in their work and that leads to more profitable projects.”

— Andy Underhill, CFO, UrbanCore Construction

UrbanCore Construction is a development and construction firm passionate about cultivating vibrant and healthy cities. The company provides turnkey development solutions, a full range of construction services, and consulting for strategic joint ventures and investments. When UrbanCore combined the construction management powerhouses of Procore and Sage 100 Contractor, it began building higher levels of efficiency and profitability into its operations.

Sage

Company
UrbanCore Construction

Location
Richmond, VA

Industry
General Contracting

Sage Products
Sage 100 Contractor
Procore Connector

URBANCORE
CONSTRUCTION

About Company

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One integrated solution

UrbanCore had been using both Sage 100 and Procore for several years, relying on the individual strengths of each solution to power its operations. When Andy Underhill, UrbanCore's CFO, learned about the newly released Procore and Sage 100 Contractor integration, he quickly seized on the opportunity. "Sage 100 Contractor serves as our financial backbone and the epicenter of job costing. Procore is our project management platform. Now they work together to provide us with a powerful end-to-end solution."

Reduce double entry

Before the integration, UrbanCore's team had to double enter information into both applications. Staff entered direct costs, for example, into each system on a monthly basis and would then need to reconcile those costs for each project—a task that took hours. Now, instead of entering change orders, direct costs, and budgets into two systems, data easily and automatically syncs between the two—saving each accounting team member about five hours per week and project teams more than three hours each week. "That's time we can put to much more productive use," says Underhill.

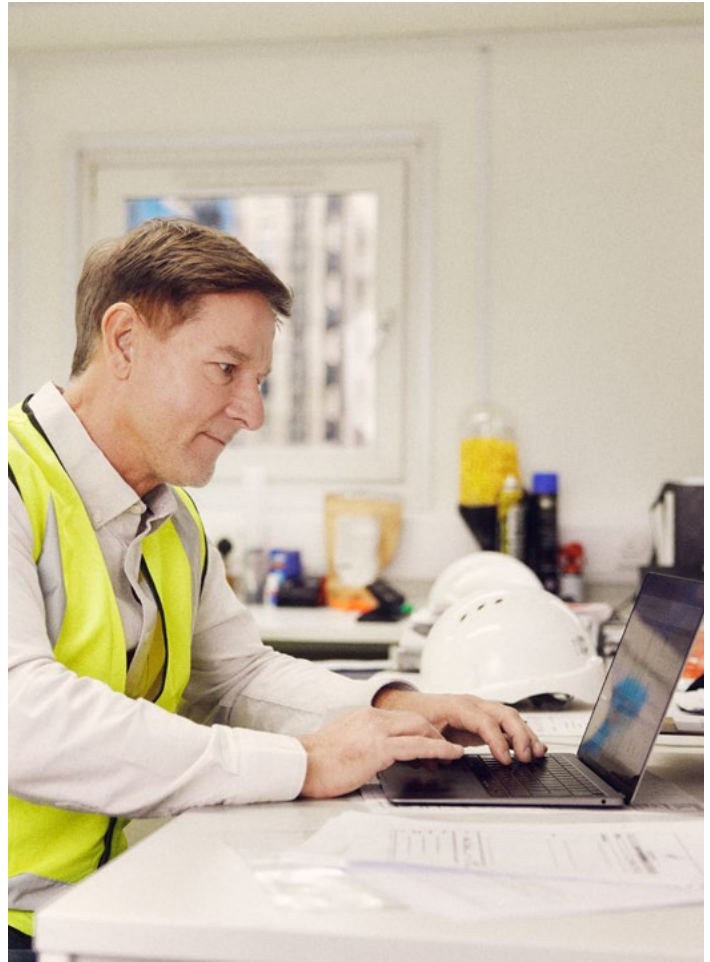
The Sage 100 Contractor and Procore integration goes much deeper than cost transfer. "We originate our projects and subcontracts in Procore, and the integration piece synchronizes the information with Sage 100 Contractor, saving us from having to enter the information twice," says Underhill. The integration incorporates a bi-directional data synchronization, with other cost data including indirect costs and payroll data flowing from Sage 100 Contractor into Procore, providing both applications with real-time insight into the profitability of every project. "Eliminating the need to import direct costs from Sage to Procore on a monthly basis is well worth the price of Procore and the integration," says Underhill. "Project teams also say that not having to enter budgets or change orders on subcontracts twice is a tremendous time saver."

Improved forecasting

The integration allows teams to gain access to up-to-date job costs and profits at any moment, leading to more accurate projections. Previously, the after-the-fact entry meant that management was relying on outdated data for its forecasts. They could only transfer costs into Procore after the financial close each month in Sage 100 Contractor, which typically didn't take place until the middle of the following month. As a result, teams didn't have access to accurate job cost data when they needed the information most.

Increased profit margins

With full visibility into current and future job costs, teams have better data to accurately forecast project costs—mitigating risk and boosting profit margins. Teams are no longer relying on



outdated or delayed data when billing owners. As a result, they have eliminated the risk of non-billable trailing costs at the end of each month and have boosted cash flow. "Before it was too easy for costs to slip through the cracks and not be available to use during the billing cycle," says Underhill. "With real-time data available to us now, we're able to ensure we are billing accurately and right on time."

Up-to-date data

With costs syncing between Sage 100 Contractor and Procore, accounting and field teams each have access to reliable financial data at all times. Operations managers can now view up-to-date job costs and profits anytime, anywhere, enabling them to accurately predict profit margins and quickly respond to changes in a project's outlook. "By combining the power of both of our mission-critical business applications we're able to be more proactive and more responsive," concludes Underhill. "Our teams can be more efficient and productive in their work and that leads to more profitable projects."

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