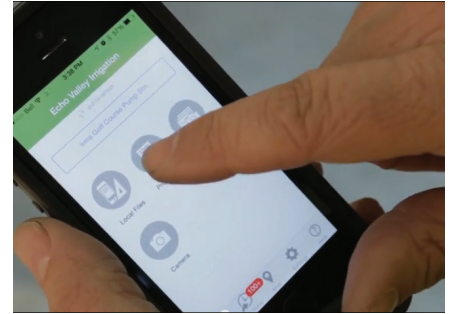**sage**

Echo Valley Irrigation finds success in the field
Sage 300 Construction and Real Estate and Sage Construction Anywhere keep this contractor on course

Echo Valley Irrigation has been busy building its reputation as one of the most creative and skilled irrigation design and development contractors in the business for nearly two decades. Specializing in golf courses and athletic fields, the company serves all of Western Canada from its headquarters in Edmonton, Alberta. Echo Valley Irrigation is a smaller contractor that tackles big projects. To ensure those projects remain on schedule and profitable, the company relies on Sage 300 Construction and Real Estate and Sage Construction Anywhere.

Remain in the green

Andre Dickner, president of Echo Valley Irrigation, says he wishes the company had implemented its Sage solutions sooner. "We looked at Sage 300 several years ago, but at that time we didn't think we had the budget to invest in a new solution. We tried alternatives, but nothing worked. Ultimately we decided that Sage was what we wanted and that it was well worth the investment. We made the jump and haven't looked back."

"When I first started here, we didn't have formal processes for tracking our projects, and the technology we were using wasn't able to provide the information we needed to make better job-related decisions," recalls Susan Simpson, the company's office manager. "Sage 300 supports those processes, giving us better control over our projects and insight into them."

Before Sage 300, the company struggled to accurately calculate a project's profitability. "Now we can produce an accurate, up-to-date profit and loss statement for each job, at any time," Simpson says. "Not only does that help us keep the current project on budget, it helps us bid future projects more accurately, and ultimately be a more profitable company."

Customer
Echo Valley Irrigation

Industry
Irrigation design and build contractor

Location
Edmonton, Alberta

Number of locations
3

System
Sage 300 Construction and Real Estate
Sage Construction Anywhere

Challenge
Echo Valley Irrigation had tried multiple applications in an attempt to better track and manage its projects, but none fit the way the company works. Payroll was a lengthy process, as approvals slowed when the president was out of the office.

Solution
Sage 300 Construction and Real Estate and Sage Construction Anywhere prove to be the right fit for this growing contractor.

Results
Payroll processing time cut from one full week to just minutes. Access to real-time project data from anywhere helps keeps jobs on budget and profitable. Estimating future projects is now more accurate, since actual historic data is used during the bidding process.

"We needed an effective way to monitor our projects, both in and away from the office. Sage Construction Anywhere allows us to check the status of a project at any time from anywhere."

Andre Dickner, president
Echo Valley Irrigation

Driving data to the field

During the company's busy season, Dickner and his crew spend a majority of the time on the road and at their project sites. Away from the office computer, Dickner found it difficult to stay on top of the status and budget position of each project.

"We needed an effective way to monitor our projects, both in and away from the office," he says. "Sage Construction Anywhere allows us to check the status of a project at any time, from anywhere."

Sage Construction Anywhere delivers secure mobile access and seamless integration with Sage 300. Using Sage Construction Anywhere, the company's foreman can access reports that instantly let him know if the project is on target and takes corrective steps if it is not. "The real time visibility—the ability to see what's happening right now—saves us money," says Simpson.

Real-time data access from the field also keeps the company's payroll cycle on schedule. "I can review and approve hours all online from my smartphone from the hotel room or while I'm on the road," says Dickner. "I can get it done and carry on with my day without holding up the process because I'm not in the office."

"Previously, payroll took an entire week to complete," says Simpson. "Now it takes just a few moments. It's amazing software."

Intuitive and easy to use

"Working with Sage 300 is not at all what I expected," says Simpson. "I thought it was for huge contractors that do multi-million-dollar projects and have hundreds of employees. Honestly, I was intimidated."

Her apprehensions were quickly dispensed once she began using the software. "Immediately I noticed that the accounting functions in Sage 300 have a similar feel to other applications I've used," Simpson says. "It is intuitive and easy to learn. There are lots of ways to automate tasks and functions that really save me time."

Making a difference

"For a company like ours, where we have just a few people doing a lot of work, Sage 300 and Sage Construction Anywhere are ideal—I definitely recommend them," says Simpson. "Sage is making a tremendous difference for us, and we will continue to grow with it for years to come."

"I'd recommend Sage 300 and Sage Construction Anywhere to any contractor, big or small," concludes Dickner. "Sage is helping us expand, be more efficient, and be more organized. It has proven to be a real blessing for Echo Valley Irrigation."

About The Sage Group, plc

We provide small and medium-sized organizations and mid-market companies with a range of easy-to-use, secure, and efficient business management software and services --from accounting, HR, and payroll to payments, enterprise resource planning, and customer relationship management. Our customers receive continuous advice and support through our global network of local experts to help them solve their business problems, giving them the confidence to achieve their business ambitions. Formed in 1981, Sage was floated on the London Stock Exchange in 1989 and entered the FTSE 100 in 1999. Sage has millions of customers and circa 13,000 employees in 23 countries covering the UK & Ireland, mainland Europe, North America, South Africa, Australia, Asia, and Brazil. For more information please visit www.sage.com. Follow Sage North America on Facebook, Facebook.com/Sage, and Twitter, Twitter.com/SageNAmerica.

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