

# CASE STUDY

## Electrico, Inc.

### Electrical Contractor Finds Success Through Improved Reporting

#### COMPANY PROFILE

Since its founding in 1957, Electrico, Inc. has operated primarily as an industrial and commercial electrical contractor. They also operate as a general contractor on many electrical upgrade and substation projects. The company is well-known for its specialization in heavy electrical work, and has expanded into all phases of medium voltage cable work, including rigging and testing of high voltage cable. Additionally, a Communications Division was created for the installation of low voltage structured cabling systems. Electrico's clients encompass a broad spectrum of private organizations and governmental agencies.

Sage 300 Construction and Real Estate (formerly Timberline) modules used:

- Accounts Payable
- Cash Management
- Financial Statements
- General Ledger
- Information Assistant
- Information Assistant
- Job Cost
- ODBC
- Payroll
- Report Designer

#### THE CHALLENGE

In 1996, Electrico was looking for an accounting software package that would address two critical needs:

1. Enhanced reporting for greater system-wide clarity
2. Improved certified payroll (prevailing wage) functionality

After meeting with Aronson, the contractor engaged the firm's software experts to help them implement Sage 300 Construction and Real Estate.

#### EXCEEDING EXPECTATIONS

Working with Aronson consultants, Electrico's accounting department was able to smoothly implement the software without service interruption. Immediately, the company found that their expectations were exceeded by Sage 300 Construction & Real Estate's payroll module, which allowed them to

work with Aronson to create custom certified payroll formulas and reports that were critical to their operations. Electrico still uses these formulas with great success.

#### ENHANCED REPORTING FOR SYSTEM-WIDE CLARITY

Aronson also introduced them to Open Database Connectivity (ODBC) functionality, and demonstrated how Sage 300 Construction and Real Estate's reporting capabilities could be instrumental in enabling their company to run smoothly. Remarkd Electrico Treasurer Gail Gaines, "Formulas, formulas, formulas! If there is something we need in a report, Sage 300 Construction and Real Estate has the ability to give it to us through their applications. If the information is in the system, we have the ability to get that information in a format we want in a straightforward, concise report. Electrico has not looked back with any regret at our software purchase."

#### A WINNING PARTNERSHIP

The company cites Aronson consultants' attention to detail, knowledge and experience as the reason that their implementation and subsequent years of usage has been such a positive experience. Electrico also realized the value of making continuing investments in their software, understanding that Aronson's consultants will ultimately find ways to save them time and money. Added Gaines, "The willingness to work together is paramount to any successful relationship and we have that with Aronson and the consultants we work with."

Using a wide variety of Sage 300 Construction and Real Estate modules, Electrico has been able to streamline their overall back office operations, while enhancing both their payroll functionality and their ability to create and edit reports to boost productivity and the quality of their financial analysis. The Aronson software team has served as a trusted advisor to the electrical contracting company, helping the company save both time and money, resulting in very positive return on their software investment.