

# Neptune Plumbing & Heating Case Study

Neptune Plumbing & Heating Co. reduces manual data entry errors and enhances product traceability with a Jonas eMobile barcode scanning integration.

## The Company

Neptune Plumbing & Heating Co. of Cleveland, OH, specializes in commercial, industrial, and institutional plumbing. Since 1957, the company has experienced success by serving local businesses, from corporate offices and retail shops to apartment complexes, health care facilities, and government institutions.

## The Challenge

The technicians at Neptune Plumbing carry a significant parts supply in their service trucks. This means that the techs require the ability to manage and charge parts, on site, with precision and efficiency.

Early on, Neptune Plumbing recognized they needed a solution to help automate the management and fulfillment of their plumbing work orders. So, they made the business decision to use Jonas's eMobile solution, with success. However, on smaller devices, the manual process of entering parts in eMobile was prone to typing errors and incorrect selection of part numbers. This meant that, particularly in time-sensitive situations, typing errors were made and wrong parts were retrieved from the inventory.

"When searching for parts in eMobile, techs were occasionally challenged to find the correct parts due to the formatting of the part's name or the way the name was entered into the Jonas Inventory, said Adam Wallenstein, Neptune's President. He continued, "In some instances, the techs had to call the office to confirm the correct part description, which was less efficient."

## The Solution

Neptune Plumbing decided to rethink their approach to managing and charging parts to improve the efficiency and accuracy of part selection in the field. After a conversation with the Jonas Construction team, Neptune decided to use the eMobile and Pic2Shop integration. Pic2Shop is a 3rd-party, barcode scanning application that is supported by eMobile through native integration. Pic2Shop extends eMobile's capabilities by enabling the ability to scan barcodes while managing and charging parts on site.

As expected, Neptune did their due diligence to ensure the extended capabilities met their requirements. Neptune's IT team installed the Pic2Shop application on their techs' remote devices, enabled the integration with eMobile, and performed additional security checks to ensure it met their security standards. In addition, Neptune Plumbing reached out to their parts vendors for barcode books that the techs use to reconcile parts in their trucks.

As a result, all Neptune techs are now using barcode scanning for all of their parts identification while on site. This meant no more typing errors and no more calls to the back office to double-check part names.

## The Result

By implementing barcode scanning while on site, Neptune Plumbing significantly increased their accuracy in billings and parts replenishment. Wallenstein confirmed, "The transition to this new process was simple and the parts management in eMobile is now super easy. The overall accuracy of parts being selected is close to 100%."

# BRUIN'S PLUMBING HEATING CASE STUDY

Founded in 1965, Bruin's Plumbing & Heating Ltd. is currently owned and operated by father and son team, Herman and Marty Bruin. Since hiring its first employee in 1968, the company has now grown to approximately 65 employees, with many long-tenured employees in senior positions. Bruin's provides residential services in plumbing, gas fitting, HVAC, as well as commercial mechanical contracting services in central Alberta primarily.

Bruin's Plumbing & Heating Ltd. has been a loyal Jonas customer since 2008, operating on the on-premise version of Jonas Enterprise until February 2020 when they made the move to Jonas Cloud. IT Manager Richard Gall has been a part of Bruin's since 2007 and was instrumental in getting Bruin's transitioned to Jonas Cloud.

Gall first learned about Jonas Cloud at a Jonas Connect Conference in 2019. By February 2020, Bruin's had completely moved to Jonas Cloud and is now operating with it successfully.

## Recognizing The Problem

The decision to move to Jonas Cloud was a collective decision made by Marty Bruin, the general manager and co-owner, IT Manager Richard Gall and the Office Administrator. Bruin's was facing two major issues with their on-premise server situation: firstly, the administrative and maintenance time on the server for Gall was taking time away from other tasks, and secondly, they were running out of space on their servers. Gall had previously researched moving to the cloud on Microsoft Azure on their own, without Jonas, but it wouldn't have eliminated the administrative tasks they already had and it would have also been a higher cost alternative.

The primary factors they considered before moving to Jonas Cloud were the costs and ease of maintenance. Cost-wise, Gall admits it would have been more economic to upgrade their existing servers. However, when they factored in his maintenance time on the servers, in addition to Gall being the only staff member capable to maintain the server, Jonas Cloud was an obvious choice.

As a one-man IT department, Gall was finding that a great deal of his time was being spent on end-user support and not on IT support. This meant he wasn't spending an ideal amount of time optimizing the IT ecosystem.

In addition to his daily inspection of field technology for Bruin's field service staff, Gall was spending two hours daily on server administration. This work included looking into log files to ensure there were no server capacity issues and that the hardware was up to speed. He also spent time identifying if anything needed patching or was failing.

Regular server maintenance for the Windows operating system was more onerous for Gall as it had to be completed after hours to not interrupt usage for staff, and would require approximately two hours each time. This was usually done at least once a month in addition to Microsoft patches.

As the company continued to grow, Bruin's eventually came to the point where they required two on-premise servers. The process for adding the additional server was also a time-consuming process as it required installing new hard drives for Jonas, information had to be transferred to the new drives and it all had to be coordinated after hours as the server would have to be down.

Even with two servers, they started running out of space and Bruin's had to be very careful with what they were storing on the servers as Jonas was a priority. Having two servers in the company also led to searchability issues for staff, who would have to spend additional time looking through multiple areas for documents and information.

#### Jonas Cloud To The Rescue

Having transitioned to Jonas Cloud in February 2020, Gall shares that the move to the cloud was well-timed as they were recently recovering from a ransomware attack. Fortunately, for Bruin's, all vital financial documentation and job tracking information were secure being on the Jonas Cloud.

"If it had hit us while we were on an on-premise server, it would have likely shut down Jonas for us and been a huge business interruption for Bruin's. The first thing that [owner and general manager] Marty [Bruin] said to me when we were attacked by ransomware was, 'Wow, it's a good thing that Jonas is in the cloud,'" said Gall. "We've had attacks previously, but they were not as sophisticated as the most recent one."

Shortly after moving to Jonas Cloud, the world was also hit by the COVID-19 pandemic impacting businesses and services around the world. Deemed as an essential service, Bruin's was unexpectedly busier than they anticipated due to the maintenance contracts they had. With Jonas Cloud, those who did not have to enter the office to work could work from home securely and efficiently as they did in the office.

In terms of the transition process, Gall shares that it had very little impact on Bruin's day-to-day operations. "To be honest, there was very little downtime, probably a couple of hours on the Monday morning and we had the more critical staff working almost immediately."

Right away, staff in all departments were noticing the difference in speed and performance of Jonas in their everyday tasks. "One of the biggest pieces of feedback I've heard from staff is that Jonas Cloud is much faster," said Gall. "With a parts database of approximately 30,000 parts, an inventory search used to bog down the system for everyone and now there are no more complaints."

The enhanced functioning of Jonas was appreciated by all departments, particularly by Accounting, which was responsible for running regular reports like a PO report to determine which projects could be closed. In the past, when these types of reports were executed, there would be noticeable lag time for others in the office, ultimately affecting work productivity and output.

Jonas Cloud also addressed the two major pain points Gall initially sought out, which were to decrease his maintenance and administrative time on the servers and to eliminate the issue of inadequate storage space on their servers.

Prior to moving to Jonas Cloud, Gall avoided performing product updates due to the amount of time they would take and having to have everyone logged off the server. Now with the Jonas Cloud team completing all the updates for Bruin's, Gall had earned back approximately two hours daily from server maintenance, eight hours monthly from system updates and about two hours quarterly from product updates performed outside of office hours.

"From a product management standpoint, I'm much happier now that software updates are completed frequently and without any work on our part," said Gall. "My time has been freed up immensely from not needing to double-check the servers and hardware were running properly every day."

The issue of inadequate storage space on their servers has also been completely removed by being on Jonas Cloud. "Now with everything in the cloud, more space is readily available when we need it." Gall has also noticed that there has been improved communication and dependability between Jonas eMobile and the core accounting and service management functionality. This added benefit has also helped field staff adopt the new technology of eMobile and Jonas Cloud because they see how seamless it is. "They see the value of eMobile now and how much more efficient and trustworthy it is because of Jonas Cloud's reliability."

Getting new staff up and running is also a lot quicker, according to Gall. In the past, it would take about four hours to get a new installation complete. On Jonas Cloud, the deployment process has been reduced to a matter of minutes by simply supplying the employee with their login information.

## Conclusion

Since moving to Jonas Cloud, IT Manager Richard Gall and Bruin's staff have noticed primarily how fast the system operates and improved businesses efficiency overall from the field staff to the back office. As a strong, family business, Bruin's can also confidently continue to expand their services and personnel, knowing that server storage will not be an issue for them any longer.

From a security standpoint, the peace of mind for Gall and the owners has been priceless as proven by the recent ransomware attack they experienced on their on-premise servers.

"The ownership and myself certainly feel far more secure now knowing that Jonas is in the cloud and not connected to anything on-premise," said Gall. "The big thing for [general manager and co-owner] Marty [Bruin] was that he can access anything in Jonas from anywhere, without dialing into the VPN, which is great for an owner."

As a long-time standing partner of Jonas, Gall appreciates that the Jonas Cloud support team not only completes their product and system updates, but they can also address issues quickly and effectively. "Issues are being fixed much more quickly for us and I'm sure that even some of our end users have noticed."

For Gall personally, the overall benefits from Jonas Cloud have been from the amount of time saved completing updates after hours and daily inspections of the server and hardware. "There are definitely

direct savings to IT. IT is probably the first to see the positive impact, but it spreads out far beyond that and impacts everyone.”

# Continental Flooring Company Case Study

Continental Flooring Company (CFC) is a nation-wide flooring reseller and contractor. They specialize in sales and installation for government agencies. With the goal of enhancing their efficiency, CFC saw an opportunity to improve their business. CFC was in the market for a solution that increased visibility, and could handle complex tax groups.

## Recognizing The Problem

Prior to deploying Jonas Construction Software, CFC realized that their legacy software system did not meet their needs. Their previous system, CCAS, did not have an integrated subcontract module, and its PO and inventory systems were subpar.

In addition, manually entering data into Excel spreadsheets was extremely susceptible to human error. CFC was left with an incomplete and inaccurate view of their business. They were unable to attain reliable, real-time information and it was clear a change had to be made.

## Jonas Construction Software To The Rescue

Jonas Construction Software enabled Continental Flooring Company to increase their profitability while reducing manual labor and integrating their business processes. Through implementing Jonas, CFC was able to increase revenue growth by 3.5%, while reducing accounting overhead by 5%. While CFC has experienced an overall business improvement with Jonas, they also have seen specific enhancements in their operational efficiencies. By introducing an integrated software solution, CFC has become more proficient in a variety of ways.

According to Bruce Kiger, Vice President of CFC, “Integrated P.O. and inventory systems have saved manpower, prevented input errors, provided cost controls on purchases, and provided paperless tracking of obligations.” Specifically, CFC now only spends five days a month on sales tax preparations compared to seven, saving them two days of staff time a month. With the reduction in manual processes, CFC has been able to handle increased workloads without having to increase their back-office staff.

## Benefits

CFC has experienced a lot of benefits with Jonas in place. They are now able to create extensive automated WIP schedules reporting on current month profits and other key decision-making information. With an integrated system, they have reduced manual work time and error, gained better cost controls, and reduced their environmental impact by implementing paperless tracking. With the subcontract module in place, CFC is now able to place controls on payments to subcontractors, which helps ensure they don't exceed contractual amounts. Through having key documents stored electronically, collaboration between employees has become much easier and more effective as well.

## Conclusion

Since Jonas has been in place, CFC has been able to improve their business in a myriad of ways. CFC now has better visibility and control of their business processes, allowing them to make more informed decisions. With all aspects of each job integrated directly into Jonas, their information is not only accurate but consistent as well. The reduction in manual labor and physical paperwork has helped streamline their operations overall while increasing profitability at the same time. With a stable, intuitive, and integrated software solution such as Jonas, Continental Flooring Company is on the right path to success.

## About Jonas Construction Software

Jonas Construction Software provides industry-leading business management and accounting software to our clients. Our fully-integrated solutions provide all of the tools that you need to increase productivity and improve your bottom line. At Jonas, we make it easier for companies to focus on what is important – their customers, their projects and their employees. We do this by streamlining their operations and giving better visibility to the entire organization. This gives your employees the tools to do their jobs better, support your customers and achieve your company goals.

# Western Oil Case study

Established in 1950, WESTERN OIL SERVICES LTD. provides comprehensive services for various industries, including retail and commercial petroleum facilities, government operations, retail/fleet vehicle wash facilities, marine, forestry, and other industrial operations. With long-term partnerships with blue-chip clients such as Air Canada, Petro Canada, and Telus, Western Oil has built a solid reputation for quality service.

## The Challenge: Outdated Software and Inadequate Reporting

When Anh Diep joined Western Oil Services as a Controller, the company was using an outdated software system called Accpac that failed to address their needs. The most pressing issue was the inability to generate meaningful construction reports, which prevented them from making effective business decisions to improve their operations and costs.

Additionally, the steep price of software upgrades further strained their budget. A version upgrade that required a \$15,000 consultant fee became the turning point for Diep to seek a new construction accounting software solution.

Watch how Western Oil Services transformed their business operations by implementing Jonas Construction Software's comprehensive solution, streamlining their service module, job tracking, and financial reporting. See the impressive results and learn from their experience in this video case study. The Solution: Jonas Construction Software's Enterprise

Diep needed a software partner that could provide an intuitive system with essential features such as payroll, inventory, service management, job tracking, and enhanced construction reports. Jonas Construction's Enterprise software emerged as the ideal solution.

Jonas Enterprise is an all-in-one construction software, which integrates the field and back office to provide the most up-to-date data on business costs and operations. With no need to purchase additional

third-party software and software updates included, Diep could ensure the software would always be up-to-date and supported by Jonas.

“Enterprise is our whole software program.  
Everybody’s using it for everything”

### Seamless Transition and Exceptional Support

During the transition to Jonas Construction Software, Diep anticipated potential issues. However, with exceptional support from Jonas staff, the process was smooth, and each department at Western Oil quickly adopted the Enterprise modules, creating a truly integrated solution.

### The Impact: Improved Reporting and Streamlined Operations

The Service Module has significantly impacted Western Oil Services’ operations. Diep stated, “It’s an easy module...I don’t really have to worry about it. There’s not a lot of extra work I have to do to get information out of it. It reports well right to the financials.” The module allows Diep and his team to efficiently extract data and track project progress.

By implementing JONAS CONSTRUCTION’S ENTERPRISE SOFTWARE, Western Oil Services has streamlined its operations, improved financial reporting, and enhanced overall productivity.

REQUEST A DEMO now to see how we can help you with similar challenges.

### Conclusion: A Strong Partnership for Continued Success

Western Oil Services’ partnership with Jonas Construction Software has thrived since 2015. Three years after partnering with Jonas, they implemented additional modules to meet their growing business needs.

### About Jonas Construction Software

Jonas Construction Software delivers industry-leading construction accounting software solutions in one integrated ERP system. Our fully-integrated solutions in construction accounting, service management, project management and integrated operations, enable businesses to enhance their operational efficiency and improve bottom-line profitability. At Jonas, our mission is to empower service and construction businesses to make informed decisions and have enhanced visibility into business operations and costs by providing them with the most timely and accurate data and reporting.

# The Wisl Group Case Study

THE WISL GROUP provides commercial and industrial clients with a host of expert industrial services. They are firmly committed to being the leader in delivering industrial and heavy commercial specialty construction services.

With the goal of integrating their functional areas and improving their business processes, Western Industrial saw an opportunity to make a change for the better. They wanted a software solution that could replace their legacy system while enhancing the overall efficiency and productivity of their operations.

WISL leveraged Jonas Construction Software to improve upon their current processes and provide them with a sustainable software solution that could meet their business needs.

### Recognizing The Problem

Western Industrial Services was using an old legacy system, which was only being used by accounting and was therefore not integrated with any of the other functional business areas. Not having a centralized location where all pertinent business information could be stored, really hindered their ability to collaborate between departments and divisions.

Also, the majority of the information processing was being done manually, which was prone to error and double entries. According to Daniel Damphousse, Vice President of Finance at WISL explains, "Any time you have to manually enter information, you open yourself up to risk and human error."

With that being said, WISL came to the realization that their current software solution was no longer working for them and a change was required.

### Jonas Construction Software To The Rescue

Jonas Construction Software provided WISL with a more integrated, collaborative, and automated software system. Since partnering with Jonas, WISL has seen their sales volume increase by 75%, with less office staff, demonstrating greater efficiency.

With Jonas deployed, payroll processing time, which used to take three days, has been reduced by 50%. There has also been efficiencies in remittances experienced as well. Having an integrated solution with a centralized document management system allows for greater collaboration between their various business areas and companies.

"Safety is a big part of our industry. With the Digio document management system we are able to store and share our employee safety certificates, which is a huge time saver for us." WISL is also able to store their purchase orders, invoices, equipment information and pictures within Digio as well.

With Jonas in place, manual work has decreased immensely and WISL is now running a more productive and paperless operation.

### Benefits

With WISL expanding their operations and establishing three new companies, Jonas Construction Software was implemented in each entity. Within a few days of purchasing each company, the new company had Jonas up and running. Not only were the companies ready to go with Jonas, but WISL was able to communicate and collaborate with them right away.

"When you have a group of companies, it is important to be able to make intercompany transactions. Jonas gives us the ability to manage and make changes that impact all five companies from one location, which is a big time saver for us" stated Daniel Damphousse. While WISL has been able to expand with Jonas, more importantly, they still have room to accommodate future growth as well.

### Conclusion



Since deploying Jonas Construction Software, WISL has been able to grow as a company. They have experienced an increase in revenue while reducing their back-office staff. Their document management system is more integrated and automated, allowing them to collaborate better. With that being said, manual labor has been reduced significantly and they are operating in a more paperless environment. WISL also has greater insight and tracking capabilities into key information, allowing them to make better, more informed decisions. The partnership between Jonas and WISL has been successful thus far and looks promising for the future as well.

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## STRUCTURAL CONTRACTING SERVICES, INC Case Study

STRUCTURAL CONTRACTING SERVICES, INC. is a specialty concrete repair and restoration contractor. Their aim is to ensure that each customer's needs are addressed every step of the way, while maximizing efficiency and minimizing inconvenience. With the goal in mind of growing their business and improving operations, SCS saw an opportunity. They wanted a software solution that could seamlessly integrate all functional areas of the business and streamline operations. SCS leveraged Jonas to handle all aspects of their back-end software needs, providing them with a truly integrated all-in-one solution.

#### Recognizing The Problem

SCS was using DacEasy to handle their construction software system needs. What they quickly realized was that DacEasy had its limitations. Job costing was near impossible to complete and did not have GL integration. This constantly left SCS with an imbalance between their general ledger and job costing. As Frank Calfa Jr., President of Structural Contracting Services, Inc. stated, "With our old system, because it could not handle job costing information effectively, every month it became a big problem to try and locate where all of the imbalances were."

Also at the time, the majority of their work was being done on paper, which did not allow them to have access to real-time information. With their old system being incapable of meeting their business' needs, SCS determined it was time to make a change.

#### Jonas Construction Software To The Rescue

Jonas Construction Software enabled SCS to fully integrate their business, provide them with greater control and visibility, and increase employee productivity. Through partnering with Jonas, SCS was able to

reduce their accounting staff by 50%. They have also seen an increase in average profit per job, as well as overall profit margin since deploying Jonas. Contributing to the increase in profit margin, Frank states one of the main reasons as to why this is, "With Jonas in place, our project managers are able to not only handle larger jobs, but complete a greater amount of jobs as well."

From an efficiency standpoint, SCS has seen marked improvements. Jonas provides SCS with greater control and visibility into their business. They are able to access real-time information and make decisions accordingly. Their reports are more accurate and there is rarely a time when their numbers don't balance. Their back-office staff is running at peak performance and operations are running smoother than ever.

### Benefits

With all aspects of their business tied together, SCS is now running a truly integrated operation. Having greater visibility allows them to be more proactive than reactive, which affords them the opportunity to make decisions before it's too late. "If for example, our costs are too high on a job, it could take several weeks to discover this with our old system. With Jonas, we are able to react immediately and make a positive change in real-time," stated Frank.

SCS is also better able to track and understand the depreciation on their equipment, allowing them to make appropriate and timely decisions. SCS invested heavily in training their employees on Jonas Construction Software, and it really has paid off. Their employees have a strong foundation when it comes to Jonas, and with that being said, they are much more efficient and satisfied overall.

### Conclusion

With the days of manual paperwork and no integration behind them, SCS is running a more efficient and controlled operation from top to bottom. From a software that was limited in its capabilities to Jonas, SCS can now focus on improving their business instead of putting out fires and balancing their books. By diving headfirst and consistently being one of the first to try new modules from Jonas, SCS has been in on the development from the ground up and have really understood what it means to be a partner for life with Jonas.

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## ROBERT B. SOMERVILLE Case Study

ROBERT B. SOMERVILLE provides a comprehensive and fully integrated range of infrastructure services across Canada. They plan, build and maintain oil and gas pipelines, power and other utilities systems and related facilities. With the main objective of improving organizational effectiveness and streamlining business processes, Robert B. Somerville determined that they would require a software system to

handle their growing operation. With 6 divisions, roughly 3,000 employees, and over 1,200 pieces of equipment, Robert B. Somerville wanted a software solution that could automate and integrate their business. They quickly came to the conclusion that Jonas Construction Software was the right solution for the business and have not looked back since.

### Recognizing The Problem

Prior to making the switch to Jonas Construction Software, Robert B. Somerville relied heavily on manual processes and spreadsheets to manage their day-to-day operations.

“Prior to implementing Jonas, and more specifically the Digio Document Management System, we were literally spending tens of thousands of dollars a month on couriers to send and receive our invoices,” stated Paul Heino, Consultant at Robert B. Somerville, “Now, we don’t spend anything on couriers anymore.”

Also, because invoices were physically being shipped, their approval process was delayed by two or three weeks, greatly reducing their overall productivity. With Robert B. Somerville relying on manual processes, their back office staff had to spend several hours a week correcting any mistakes that occurred through human error, which was very tedious and time consuming. They also lacked visibility into their inventory and equipment utilization, and were limited in their ability to make accurate decisions. With a growing business and a desire to improve their overall processes, Robert B. Somerville came to the realization that they had to invest in a construction management software solution to take their business to the next level.

### Jonas Construction Software To The Rescue

Jonas Construction Software has specifically helped Robert B. Somerville enhance their document management, streamline invoice processing, reduce expenses, and improve their equipment utilization. With Digio, Robert B. Somerville has been able to store their existing 13,000 invoices digitally and save about 5 hours a week by no longer having to manually process new invoices. Also, because they are able to scan invoices directly into Digio and no longer operate with physical invoices, they have completely eliminated their courier expenses, which saves them about \$120,000 per year. With Jonas Construction Software, Robert B. Somerville has also reduced their invoice processing time, as Paul Heino stated, “Since implementing Jonas, we are now able to scan, process and approve invoices within 2 days, which used to take us about 2 weeks without Jonas.” Robert B. Somerville has also drastically improved their equipment management and utilization. They now have the right metrics in place to determine the profitability of each piece of equipment, and can easily determine what equipment to buy, rent, or sell. Equipment is no longer being left at a jobsite that is not going to be used or does not need to be there, which has allowed them to make better use of their equipment overall.

### Benefits

Since partnering with Jonas Construction Software, Robert B. Somerville is now operating a more efficient, organized, and profitable business. With regards to payroll and union reporting specifically, Robert B. Somerville now has the ability to store all applicable union rate codes and apply them to each job. “I can’t even imagine not having Jonas for payroll and union reporting,” stated Paul Heino, “If our accounting department had to go back to doing things manually with Excel, our employee satisfaction would definitely decline.” Simply by having Jonas Construction Software, both field employees and back office staff are much happier and more satisfied overall. Robert B. Somerville is also running a more

efficient business in the sense that they are able to catch any mistakes quicker and rectify them in a timely manner. They are also more organized with Digio Document Management in place, as anyone with access to the system can easily search and retrieve invoices themselves. This saves accounts payable roughly an hour a week in which they had to spend time physically searching for documents.

## Conclusion

By partnering with Jonas Construction Software, Robert B. Somerville has truly been able to improve their business and reduce their reliance on manual processes. With invoices digitally managed and stored, streamlined processes such as payroll and union reporting, and more detailed and accurate equipment management, Robert B. Somerville is able to operate their business more effectively. With Jonas Construction Software, they are able to attain a real-time view of how the business is performing and make real-time decisions that reflect their business today. In an ever-changing landscape such as the construction industry, Robert B. Somerville, in partnership with Jonas Construction Software, has the confidence that they can continue to grow their business without having to worry about their software system, allowing them to focus on what they do best.

## About Jonas Construction Software

Jonas Construction Software provides industry-leading business management and accounting software to our clients. Our fully-integrated solutions provide all of the tools that you need to increase productivity and improve your bottom line. At Jonas, we make it easier for companies to focus on what is important – their customers, their projects and their employees. We do this by streamlining their operations and giving better visibility to the entire organization. This gives your employees the tools to do their jobs better, support your customers and achieve your company goals. Over 25 years ago, we made a promise called 'Software for Life'. This is our commitment to never phase out any of our products and to continue to invest in improving them, so you'll never have to implement a new system. Jonas Construction Software is backed by Constellation Software Inc. (CSI), a global software company that acquires and builds high market share, mission-critical vertical market software companies. CSI consistently maintains profitable growth and is entirely debt free.

# All Temp Engineering Case Study

Since adapting Jonas, All Temp Engineer, Dustin Pohlman and his team have capitalized on the opportunities to improve their reporting capabilities and accelerate business processes with new modules.

All Temp Refrigeration added two additional modules to their software after their initial launch of Jonas: INVENTORY MANAGEMENT and EQUIPMENT MANAGEMENT. To ease the transition to Jonas, they chose not to add the modules initially as their previous software did not offer these capabilities.

With the INVENTORY MANAGEMENT module, All Temp has increased accountability and inventory knowledge by recording approximately 1,500 parts in Jonas. They have also found that the addition of the module has eased other business processes, particularly in billing.

The EQUIPMENT MANAGEMENT module has provided them with numerous benefits as well. Since they have been able to record all their equipment in Jonas, they are delivering better reporting with more accurate equipment utilization on the jobs. Prior to implementation, job profitability was misleading as

equipment was either not charged to a job or charged incorrectly. Now they have more accurate job costing and can see how profitable each piece of equipment is based on its utilization.

Today, All Temp continues to set targets to level out their workload and drive their company to be even more efficient by using more of Jonas' features.

In addition to the vast improvements All Temp has found in expediting business processes, better reporting and more accurate job costing, they've also been very pleased with the high level of customer support they received from the Jonas team.

"What I say strongly about Jonas is that the people are always going to be there [for you]. It's a well-run organization," said Dustin Pohlman, All Temp Engineer. "They really care about their customers and want their customer to succeed."

### Original Case Study

ALL TEMP REFRIGERATION specializes in meeting the particular needs of the Heating, Ventilation, Air Conditioning (HVAC), Combustion, and Refrigeration markets. While their software system proved useful during the initial stages of the business, as All Temp Refrigeration continued to grow, they quickly realized Aptora was no longer going to meet their needs. With the inability to leverage their software system to produce meaningful results the way their business required, All Temp Refrigeration came to the conclusion that a new software solution was necessary. That solution was Jonas Construction Software.

### Recognizing The Problem

Before implementing Jonas Construction Software, All Temp Refrigeration was using Aptora Field Service Software to handle their software needs. Although Aptora was an acceptable software system at the time, as the needs of the business began to grow, All Temp Refrigeration found themselves wanting greater capabilities and functionalities out of their software system. For starters, it was quite difficult to manage their 10 divisions and 4 office locations, as Dustin Pohlman, Manager at All Temp Refrigeration stated, "Had we been a single division, residential heating and air conditioning company, Aptora would have done fine for us. However, where Aptora really struggled was in trying to manage our multiple divisions and locations." Also, Aptora was a very labor-intensive software when it came to generating detailed reports, and was time consuming to create job costing reports as well. With a software system that was cumbersome to use and unyielding when it came to providing detailed and useful information, it became quite evident to All Temp Refrigeration that a new software solution would be required if they wanted to be able to manage their expanding business.

### Jonas Construction Software To The Rescue

Since transitioning to Jonas Construction Software, All Temp Refrigeration is now able to perform payroll in-house, while centralizing their accounts payable and accounts receivable in one location as well. One of the biggest areas of improvement All Temp Refrigeration has experienced is accounts payable. "With our old way of doing things, we had 4 people handling accounts payable at each of our office locations, each performing their jobs differently. What Jonas has allowed us to do is have 1 person handle the accounts payable for all of our locations, which not only enhances the consistency of our information, but also allows us to better manage and make sense of the information," stated Dustin Pohlman. All Temp Refrigeration has also been able to improve their overall day sales outstanding by 33% since implementing Jonas. Another area All Temp Refrigeration has been able to improve with Jonas has been

their job costing. With the ability to perform real-time job costing, they are able to see how each job is performing at all times, allowing them to make more informed and proactive decisions. On the service side, the service dispatch from Jonas allows them to keep track of work orders and billing, ensuring their customers are billed in a timely fashion, and they no longer have to wait for physical paperwork to be brought into the office for processing.

## Benefits

In the time that All Temp Refrigeration has been in partnership with Jonas Construction Software, the gains experienced have been significant. Jonas has allowed All Temp Refrigeration to better report on technician unbillable hours, providing them with the capability to benchmark performance against all divisions, something they were unable to do with their previous software. As Dustin Pohlman stated, "With Jonas, we were not only able to identify a 15% technician unbillable rate, but we could also specifically identify the unbillable hours of each location, giving us the ability to better manage each individual location and make the appropriate corrections as required." Another benefit they experienced was during the initial implementation stages. All Temp Refrigeration liked the fact that Jonas only utilizes internal training consultants, and not third-party or outsourced trainers, as external consultants are typically not as knowledgeable about the product itself. They found their trainer to be excellent and felt that they were put in a position to succeed from the outset. All Temp Refrigeration also found the Jonas Test Company to be extremely valuable, as they were able to practice using the software in a simulated environment that reflected how they would actually operate the software once live on Jonas.

## Conclusion

The partnership between All Temp Refrigeration and Jonas Construction Software has been successful thus far, and as All Temp Refrigeration continues to grow, they know they have a software solution in place that can grow with them. From payroll, to accounts payable, to job costing and even service dispatch, All Temp Refrigeration has already made great improvements to help enhance the overall operations and management of their business. Jonas Construction Software has provided All Temp Refrigeration with a fully integrated solution that has allowed them to centralize all of their business processes within one software system, greatly enhancing consistency and stability across the entire organization. With access to accurate, real-time information, All Temp Refrigeration is now able to make quicker and more informed decisions, becoming more efficient in the process. With Jonas Construction Software, All Temp Refrigeration truly has a partner for life and can now focus on operating and growing their business.

## About Jonas Construction Software

Jonas Construction Software provides industry-leading business management and accounting software to our clients. Our fully-integrated solutions provide all of the tools that you need to increase productivity and improve your bottom line. At Jonas, we make it easier for companies to focus on what is important – their customers, their projects and their employees. We do this by streamlining their operations and giving better visibility to the entire organization. This gives your employees the tools to do their jobs better, support your customers and achieve your company goals. Over 25 years ago, we made a promise called 'Software for Life'. This is our commitment to never phase out any of our products and to continue to invest in improving them, so you'll never have to implement a new system. Jonas Construction Software is backed by Constellation Software Inc. (CSI), a global software company that acquires and builds high market share, mission-critical vertical market software companies. CSI consistently maintains profitable growth and is entirely debt-free.

# Jemlor Construction Case Study

JEMPLOR CONSTRUCTION is a general contractor specializing in hotel construction and renovation across Canada. Their goal is to continue expanding throughout Canada by developing and maintaining their business relationships. With the goal in mind of continued growth, Jemlor aims to better understand their business through increased visibility, greater insights, and an optimized operation overall. With their previous system of handling information, Microsoft Excel and Word, it became evident that this solution was not going to meet their future needs. Jemlor realized that if they wanted to grow as a company, a new software solution that could provide them with an accurate, real-time view of their business would need to be the foundation of their success moving forward. After investigating other software systems such as QuickBooks, Maestro, and Sage, Jemlor determined that Jonas Premier was the best solution to handle their construction software needs into the future.

## Recognizing The Problem

Prior to partnering with Jonas Premier, Jemlor had no construction software solution in place and was using Microsoft Excel and Word to handle their software needs. Implementing a construction software solution was something that clearly needed to be addressed when Michael Grubsztajn first joined Jemlor about a year ago, "The fact that we were using Excel and Word was very frightening to me, especially when billing out millions of dollars a year and these were the tools we relied on to accomplish this." Jemlor came to the realization that there needed to be a more organized and effective way to manage and understand the business. With that being said, Jemlor began the process of searching for a construction software solution that could provide them with the insights and visibility into the business required to make accurate, more informed decisions.

## Jonas Premier To The Rescue

Jonas Premier has helped Jemlor improve their operational efficiency in a variety of ways. With Premier, Jemlor is now able to better understand what areas of the business are performing as or better than expected and which areas need improvement.

With the forms available in Premier, not only are they much more aesthetically pleasing, but also provide greater, more accurate information as Michael explains, "We do a lot of cost-plus billing, and Premier allows us to create and utilize forms that encompass all aspects of each project in a very simple, easy to use format. Our clients have commented on how nice and easy to read our forms are, and they have really improved our level of professionalism overall."

Jonas Premier provides Jemlor with a complete view of the business and gives them the ability to analyze each project in greater depth, which in turns provides them with the necessary information to make better decisions and ultimately increase the profitability of each project.

## Benefits

Since partnering with Jonas Premier, Jemlor has reduced the time to prepare a billing by half the amount of time it took them previously. As Michael stated, "On the administrative side, we are able to enter expenses into the system as they come in, which will help to reduce the amount of time spent on preparing a billing, and this time can be used on other tasks allowing us to be more productive overall." Another benefit Jemlor has experienced has been the ability to work remotely. With Premier being a fully

cloud-based construction software solution, Jemlor is able to work and manage projects remotely, with the ability to integrate with other cloud-based software such as Microsoft Office 365 and Dropbox. This has proved quite beneficial to Jemlor, as they can be much more productive overall and no longer are required to come back to the office to run their business.

## Conclusion

In the short time that Jemlor has been a partner with Jonas Premier, the gains have already been tremendous. Thanks to the quick implementation and training process, Jemlor was able to have Premier up and running in no time. Jemlor is now operating much more efficiently and they are able to better track and manage how their business is doing at all levels. With Premiers' cloud-based software solution, Jemlor is a more productive company overall as they are able to work remotely and make quicker, more informed decisions. With Jonas Premier, Jemlor is confident that they have the right software solution to grow with their business.

## About Jonas Premier Construction Software

JONAS PREMIER is a fully integrated, cloud-based construction accounting software solution ideal for General Contracting businesses. Running in the cloud, it provides you with the ability to access and input key business information anytime, anywhere. It is built on modern software architecture, fully flexible and is simple to use. The complete offering for contractors includes: Accounting, Job Cost, Subcontract Management, Billing, Progress Billing, T&M Billing, Financials, Project Management, Bank Management, Purchase Order, Inventory, Time Entry, Integrated Document Storage, Field Mobile Apps, and Vendor and Customer Portals.

# KILLARNEY CONSTRUCTORS Case Study

KILLARNEY CONSTRUCTORS is an Ontario-based company specializing in civil earthworks and concrete work for both renewable and conventional local utility projects. After 3 years in operation, the company continues to grow rapidly, with a large number of active projects.

"Every week, I can look and know where we stand on any job cost-wise vs. budget pretty accurately at any given time."

## Recognizing The Problem

Chris Campbell started Killarney Constructors about 3 years ago. Since inception, their annual revenue has grown from 1.7 million to 9 million. It quickly became apparent to Campbell that off-the-shelf accounting software like QuickBooks® would no longer do the trick. "We were growing and off-the shelf software was...easy for getting started...but we outgrew it pretty fast."

## Jonas Construction Software To The Rescue

When deciding on a new software solution, Campbell had two key needs: mobility and accuracy. Premier, from Jonas Construction Software, was exactly what Campbell was looking for. As one of the only



cloud-based construction software on the market, Premier gave Campbell the flexibility he needed. “I can log in from anywhere and do anything I need to do. I can work from home and it’s the same thing as being in the office.” And as a small and growing company, the low-cost and free feedback-based upgrades made Premier the perfect fit.

## Benefits

Being one of the first to use Premier, Campbell worked closely with Jonas to fix bugs and improve the software. Even now, he still sends a “wish list” of features for implementation into future products—because he knows Jonas listens, and responds. In fact, 15% of Jonas’ annual revenue is dedicated to product innovation. Tracking job costs vs. budgets accurately is paramount to Killarney’s business. Campbell extracts data daily so that he knows where they stand on any project at any given time. “Every week, I can look and know where we stand on any job cost-wise vs. budget pretty accurately at any given time,” says Campbell. The process is intuitive, seamless and can be done from anywhere, anytime.

## Conclusion

Killarney Constructors is on the move – acquiring new clients and projects – and Premier continues support their growing needs. “Premier will probably suit us quite well for quite a while,” notes Campbell. As the company grows, he hopes to start using more modules, including Forecasting, to help allocate budgets for future projects.

## About Jonas Construction Software

Jonas Construction Software provides industry-leading business management and accounting software to our clients. Our fully-integrated solutions provide all of the tools that you need to increase productivity and improve your bottom line. At Jonas, we make it easier for companies to focus on what is important – their customers, their projects and their employees. We do this by streamlining their operations and giving better visibility to the entire organization.

# Turner Long Construction Case Study

Since 1939, Turner Long Construction has provided general contracting services to the Virginia, Maryland and DC areas. With over 70 years experience, Turner Long collaborates on projects of varying size, scope and complexity. Turner Long is committed to superior quality workmanship, delivered on time and within budget.

“We do everything through Jonas now.”

## Recognizing The Problem

In 2013, Boyd Long, President & CEO of Turner Long Construction, began his quest to find an all-in-one solution. Until then, they had been using Timberline for estimating and accounting, and Expedition for project management. Using two systems however, became inefficient. “The problem was they wouldn’t communicate with each other. And this happens more often than not with construction software programs,” Long notes.

In addition, with a costly 12 servers, a cloud-based system was a must. Long researched 20 different software vendors — without luck. While a few offered the modules he needed, they all had to be purchased separately. In discussing his experience, Long said, “I was becoming very frustrated. I was looking for a program that had accounting, project management, cost management—everything in one at a reasonable monthly or yearly rate.”

### Jonas Construction Software To The Rescue

Long’s frustration had him wanting to partner with a software developer to create a solution himself. Once Long came across Jonas Premier however, he realized that he may have found the perfect fit. “Wow, maybe I’ve found...the solution to my problem. But maybe this is too good to be true,” says Long.

Jonas Premier provided Long with a cloud-based, one stop solution. With free lifetime upgrades, Premier was the cost efficient software that Turner Long Construction was searching for. What intrigued Long the most was the way Jonas Premier operates. In implementing Jonas Premier, the team collaborated with Long to “make it better across the board. It seemed like a very open line of communication.” Long continues to suggest improvements that have always welcomed.

### Benefits

The transition to Premier was smooth, with weekly webinars to help employees learn the ropes. If there were any minor hiccups, Jonas “jumped right on it and took care of it immediately,” says Long. A year later, as people became comfortable using the system, Long is really starting to see the benefits.

With one integrated system, departments can communicate more efficiently. “Premier is really helping with job cost reporting and communication from the accounting department to the project management team has also improved.” Project Managers can now view job cost reports and drill down into the data without needing the accounting department.

### Conclusion

In a year, Turner Long has almost implemented all of Jonas Premier. The company experienced tremendous growth in 2014 and expects the same in 2015. “By implementing Jonas, it’s really going to help us manage this growth period,” says Long. As they continue to use the system, Long expects to fully realize the true power of Premier, and all that it can do for his business.

### About Jonas Construction Software

Jonas Construction Software provides industry-leading business management and accounting software to our clients. Our fully-integrated solutions provide all of the tools that you need to increase productivity and improve your bottom line. At Jonas, we make it easier for companies to focus on what is important – their customers, their projects and their employees. We do this by streamlining their operations and giving better visibility to the entire organization. This gives your employees the tools to do their jobs better, support your customers and achieve your company goals.

# J. CORSI DEVELOPMENTS Case Study

J. CORSI DEVELOPMENTS is an award winning, family owned and operated home and condo builder with decades of construction experience. With the goal of streamlining their business processes, reducing their reliance on multiple software, and enhancing their overall efficiency, J. Corsi Developments quickly realized a change was necessary. They began their search for a single software solution that could meet both their job cost and accounting needs. As the end of their search concluded, J. Corsi Developments decided to leverage Jonas Premier Construction Software to unify their software system and handle their construction software needs moving forward.

## Recognizing The Problem

Before making the switch to Jonas Premier, J. Corsi Developments was using a combination of software. Between Sage, QuickBooks, UDA, and Microsoft Excel, performing basic tasks was not only time consuming, but also extremely inefficient. As Richard Corsi, V.P. at J. Corsi Developments stated, "Because we were using so many different solutions, I was constantly switching back and forth between software and I wasn't able to accurately tie our job costing numbers to our accounting." The inability to link job costing with accounting was a big concern for J. Corsi Developments as they were unable to effectively trust their numbers. Another issue they experienced was reduced productivity, simply due to the fact that they had to jump in and out of multiple software systems, which wasted a lot of time and slowed down their processing capabilities. With their information stored across numerous software systems, attaining an accurate view of the business proved extremely difficult, which was one of the main reasons why they decided to switch to an integrated software solution – Jonas Premier.

## Jonas Premier To The Rescue

With Jonas Premier implemented, J. Corsi Developments has already seen their business improve in many facets. With regards to reporting specifically, J. Corsi Developments now saves about a week a month creating and generating their reports, which represents a 25% improvement in time savings.

Aside from reporting, they are also experiencing time savings benefits throughout the business, as Richard Corsi stated, "The time savings Jonas Premier affords is great, and really allows us to confidently take on more work knowing we have the backing of a solid software system."

The user friendly and easy to use nature of Jonas Premier, combined with personal one-on-one training, allowed J. Corsi Developments to get up and running in only 3 weeks. Because they were able to start using Jonas Premier so quickly, there was minimal downtime during the transition process. The cloud aspect is great for J. Corsi Developments as well, allowing them to complete tasks from anywhere, at any time. This saves them a lot of time, simply avoiding the unnecessary time and cost required to physically come into the office.

## Benefits

Since partnering with Jonas Premier, J. Corsi Developments has effectively eliminated the need for two separate accounting software as well a job costing software, and has also reduced their usage of

Microsoft Excel. As Richard Corsi stated, “The hassle we experienced using multiple software was a key driver in making the switch to Jonas Premier. Simply loading each software system every morning wasted a lot of our time, and backing up data every night required even more time. With Premier, we have a single software solution that can handle both our accounting and job cost needs, and it’s been great for us.” J. Corsi Developments also operates multiple companies, and switching from one company’s set of books to another instantaneously through a simple drop down menu has allowed them to be more efficient and reduce processing time as well.

## Conclusion

By making the switch to Jonas Premier, J. Corsi Developments is now operating a more productive and efficient business overall. By getting up and running with Premier in only three weeks, they were able to avoid costly downtime and maximize the full potential of Jonas Premier right from the start. Since deploying premier, they have reduced their reporting time by 25%, allowing them to perform more tasks and take on increased amounts of work. J. Corsi Developments has also reduced their reliance on multiple software systems, which were not only time consuming to operate, but extremely inefficient as well. With Jonas Premier, J. Corsi Developments has a truly integrated and automated cloud construction software solution that is fully capable of handling their business needs today and moving forward.

## About Jonas Premier Construction Software

JONAS PREMIER is a fully integrated, cloud-based construction accounting software solution ideal for General Contracting businesses. Running in the cloud, it provides you with the ability to access and input key business information anytime, anywhere. It is built on modern software architecture, fully flexible and is simple to use.

# LAND DEVELOPMENT & CONSTRUCTION Case Study

LAND DEVELOPMENT & CONSTRUCTION offers professional construction services for both their own ground-up development projects, as well as projects for 3rd party owners and developers. Their goal is to actively engage in the economic development of the Central Austin area by creating high quality, profitable land development & construction projects. Always looking to continually improve and grow the business, LD&C wanted a construction specific software solution that could meet their needs. While QuickBooks, their previous software system, performed basic accounting functions adequately, QuickBooks was ineffective when it came to job costing, which is an integral part of their construction business. With that being said, LD&C decided it was necessary to make a change, and determined Jonas Premier would be the ideal software solution for them moving forward.

## Jonas Premier To The Rescue

Jonas Premier has helped LD&C reduced their reconciliations, improve their accessibility, and automate their business processes. While updating job costs with actuals specifically, LD&C saves a lot of time by not having to manually enter actual job costs into a job costing program, as well as not having to enter commitment changes into a separate accounting software.

As Bill Knauss stated, “With regards to updating job costs with actuals, having project management software integrated with accounting software through Jonas Premier allows us to perform job costing in real time, without the need for double entry.”

LD&C is also better able to access information within Jonas Premier, which has improved considerably compared to their previous system. Everything is available to LD&C in one single location, allowing them to not only access information quicker, but also avoid using multiple software systems to achieve what Premier is able to do. Also, with greater automated functionality, LD&C has been able to effectively eliminate error prone double entries, which has reduced the amount of mistakes and has allowed them to be more productive overall as well.

### Benefits

Since partnering with Jonas Premier, the cloud capabilities have enabled LD&C to perform their jobs from anywhere, at any time. “As a company, we’re not typically in the office all day, every day. Having a cloud-based construction software like Jonas Premier allows us to perform our jobs wherever we may be and fits in well with our business model,” stated Bill Knauss. Another benefit LD&C has experienced with Jonas Premier has been with reporting. Premier has provided LD&C with the ability to generate reports across multiple companies, all through one integrated software solution, which saves them time and avoids data redundancy. With Premier being a construction specific software solution, it truly fits with LD&C as a business and provides them with a unified system that can handle all of their construction software requirements.

### Conclusion

During the time LD&C has partnered with Jonas Premier, they have been able to enhance their overall efficiency and leverage Premier to generate reports and perform month end reconciliations much quicker. With everything stored in a single, integrated, cloud-based construction software, LD&C is able to access information faster and perform both job cost and project management functions without having to invest in additional third-party software. The cloud also provides them with greater accessibility to their information, giving them access 24 hours a day, 7 days a week. The automated nature of Jonas Premier has helped LD&C cut down on mistakes and error prone double entries, which has been extremely beneficial to their business. LD&C’s experience with Jonas Premier has been positive overall thus far, with the future looking promising as well.

### About Jonas Premier Construction Software

JONAS PREMIER is a fully integrated, cloud-based construction accounting software solution ideal for General Contracting businesses. Running in the cloud, it provides you with the ability to access and input key business information anytime, anywhere. It is built on modern software architecture, fully flexible and is simple to use.

## GILLAM GROUP Case Study

GILLAM GROUP is a progressive construction management company established with a view to raising the bar in the planning, management, and delivery of construction projects. Their mission is to provide high-quality, customer-oriented construction services, resulting in successful projects and long-term business partners. With the goal in mind of running a more streamlined and efficient operation, Gillam

Group wanted a construction software solution that could meet the needs of their business today, as well as in the future.

While their previous software system, QuickBooks, was able to perform basic accounting functions, it simply did not have the capabilities to grow with them as a company. Gillam Group quickly realized that if they wanted to better manage and operate their company, they would require a complete software solution that could handle all aspects of the business. With that being said, Gillam leveraged Jonas Premier Construction Software to improve upon the areas in which QuickBooks lacked and provide them with a truly integrated, cloud-based, construction software solution.

### Recognizing The Problem

Prior to partnering with Jonas Premier, Gillam Group was using QuickBooks to handle their construction software needs. While QuickBooks was able to perform basic accounting functions, it lacked in many of the construction-specific areas Gillam Group required.

As Aziz Allana, Director of Finance & Accounting at Gillam Group stated, "With QuickBooks, we performed a lot of double entries, which were quite time-consuming, because QuickBooks was unable to provide reporting for project management. Therefore, we had to use Microsoft Excel, which could not provide us with the real-time information we needed."

Having information spread out across multiple software programs really posed a challenge for Gillam Group, which was one of the main reasons why they ultimately decided to go with Jonas Premier, a fully integrated and automated software solution.

### Jonas Premier To The Rescue

With Jonas Premier now up and running, Gillam Group has seen numerous improvements across the business. As Aziz Allana stated, "With Premier's integrated system, Gillam has been able to track Estimate at Completions (EAC's) 20% more accurately by having current costs available to its project Managers when forecasting each cost code. This has led to more consistent reporting month to month. As well, having purchase orders, sub-trade contract information and change orders entered in Jonas by site managers, the paper trail between site and the accounting department has been all but eliminated, with all Accounts Payable substantiation at the accountant's finger tips."

The fact that Premier is fully integrated allows Gillam Group greater infrastructure and keeps all of their information within one unified software solution, as opposed to spread out across numerous software, which can lead to data inconsistencies and errors. They are also able to search for and access information and documents much quicker, having all data stored in one location. With regards to job costing, Gillam Group is able to create more detailed and meaningful job cost reports that accurately reflect the current state of the business.

### Benefits

Since partnering with Jonas Premier, Gillam Group now has the ability to operate their business in real-time, which has proven to be extremely beneficial to the company. As Aziz stated, "Working with real numbers gives up the ability to operate in real-time, something we weren't able to do previously with QuickBooks and Excel. Having information available in real-time allows us to make quicker, more effective decisions, which is essential to our business." With Premier fully available through the cloud,

Gillam Group is able to access documents and operate remotely, giving them greater accessibility. Also, if their server is down, they have the comfort in knowing they will still be able to operate the business through the cloud. Since making the transition to Jonas Premier, Gillam Group has also been able to significantly reduce the amount of physical paperwork and manual processes, which has helped to enhance the overall efficiency of their operation.

## Conclusion

Gillam Group has been able to achieve incredible gains since partnering with Jonas Premier Construction Software. Not only have they roughly doubled their revenue since implementing Jonas Premier, they have done so by only increasing their back-office staff by 30%. Making the switch from QuickBooks means they can run more detailed, accurate, and easy to read job cost reports. Gillam Group is also working with numbers in real-time, allowing them to make more informed decisions regarding the business. Having all of their information securely stored in the cloud gives them greater accessibility, with the peace of mind knowing their data is safe. With Jonas Premier, Gillam Group knows they have a fully integrated cloud construction software solution that meets their needs today, as well as into the future as they continue to grow.

## About Jonas Premier Construction Software

JONAS PREMIER is a fully integrated, cloud-based construction accounting software solution ideal for General Contracting businesses. Running in the cloud, it provides you with the ability to access and input key business information anytime, anywhere. It is built on modern software architecture, fully flexible and is simple to use. The complete offering for contractors includes: Accounting, Job Cost, Subcontract Management, Billing, Progress Billing, T&M Billing, Financials, Project Management, Bank Management, Purchase Order, Inventory, Time Entry, Integrated Document Storage, Field Mobile Apps, and Vendor and Customer Portals.

# MAX CONSTRUCTION, INC. Case Study

MAX CONSTRUCTION, INC. is a full-service tenant finish general contractor with over 20 years of experience in the Denver market. Aiming to accommodate growth while improving their access to real-time information, standardizing their business processes, and enhancing their organizational effectiveness, MAX Construction came to the conclusion that their current software was going to be unable to meet their needs moving forward.

With that being said, they began to look at construction software solutions that could address their needs, while at the same time, integrate the information from their previous software. As their search concluded, MAX Construction selected Jonas Premier as their construction software of choice, to help take their growing business to the next level.

## Recognizing The Problem

Prior to implementing Jonas Premier, MAX Construction was using QuickBooks to handle their accounting needs, along with Microsoft Excel for their project management, estimating and job costing. MAX

Construction was also growing as a company. In a short time span, MAX doubled their employees from 10 to 20 and increased their workload by three times the usual amount. What they quickly realized was that the combination of QuickBooks and Excel was no longer going to work for them.

As Alex Szollosi, President of MAX Construction Inc. stated, "Because we did not have an integrated software solution like Jonas Premier, our operation was effectively slowed down and we found ourselves falling behind as our company continued to grow."

MAX Construction was also lacking the integration between job costing and accounting, which made it difficult to attain real-time information. Another big concern for MAX Construction was the time spent manually tracking change order costs with subcontractors. This was not only very time-consuming but also decreased employee productivity and satisfaction as well. With a software system that was no longer set up to meet the needs of their expanding business, MAX Construction decided to make the switch to the fully integrated, automated, and true cloud construction software, Jonas Premier.

### Jonas Premier To The Rescue

Since implementing Jonas Premier, MAX Construction has experienced instantaneous improvements to their business. One major area of improvement has been in their change order process. Since instituting Jonas Premier, MAX Construction is able to filter information and update their change orders in real-time, which represents a time savings of about 30-40 hours for each of their larger change orders, per job. "When you are spending 25% of your time dedicated to filtering information and updating change orders, which Jonas Premier can do for us instantly, that provides us with greater flexibility to focus on more important tasks," stated Alex Szollosi.

With regards to uploading their bids, MAX Construction is able to complete this task within 15 minutes, as opposed to the hour it took previously, which represents a 75% time savings. Also, because all of their information is set up within Jonas Premier ahead of time, MAX Construction is able to send out subcontracts about an hour and a half faster than with their previous software system.

### Benefits

By partnering with Jonas Premier, MAX Construction now has a completely automated and integrated construction software solution. As Alex Szollosi stated, "When we began our search for a new software system, we quickly realized that most of the products on the market are incapable of performing both project management and accounting. However, Jonas Premier was the one truly integrated software solution on the market that provided us with all of the functionalities we required at one price, including all future updates, which works perfectly for us."

MAX Construction has also been able to standardize their business processes. With complete integration between accounting and job costing, they are able to track costs by cost item, allowing them to access and report on accurate and real-time information. Another important benefit to MAX Construction is that Jonas Premier runs entirely on the cloud. Being able to access their information in real-time from anywhere, and at any time, provides them with a level of comfort they were unable to attain with their previous software system. They also do not ever have to worry about running out of storage space on their servers with all of their data stored in the cloud.

### Conclusion



Through switching to Jonas Premier, MAX Construction has been able to transform their business into a more streamlined, optimized, and efficient operation. With a detailed and thorough initial training process, as well as ongoing unlimited training available, MAX Construction is set up for success. By integrating their project management, job costing, and accounting within one software solution, MAX Construction can trust their numbers and know that their information is always up-to-date and in real-time. Reducing their reliance on time-consuming, manual processes has not only allowed their employees to be more productive, but they are also more satisfied as well. As MAX Construction continues to grow and evolve as a business, they are confident that Jonas Premier has the capabilities and scalability to handle their needs going forward.

#### About Jonas Premier Construction Software

JONAS PREMIER is a fully integrated, cloud-based construction accounting software solution ideal for General Contracting businesses. Running in the cloud, it provides you with the ability to access and input key business information anytime, anywhere. It is built on modern software architecture, fully flexible, and is simple to use. The complete offering for contractors includes: Accounting, Job Cost, Subcontract Management, Billing, Progress Billing, T&M Billing, Financials, Project Management, Bank Management, Purchase Order, Inventory, Time Entry, Integrated Document Storage, Field Mobile Apps, and Vendor and Customer Portals.

## S&T GROUP Case Study

S&T GROUP specializes in solutions, general contracting, services, sales and maintenance in electrical, mechanical and technologies, sheet metal, HVAC and refrigeration, plumbing and building management controls in both Canada and the United States. With their goal of better serving their customers, growing their business, and optimizing operational efficiency, S&T Group determined their current software system would not be able to grow with them as the company expanded. S&T Group leveraged Jonas Construction Software to reduce their reliance on manual processes, streamline their operations, and provide greater insight and visibility into the business overall.

#### Recognizing The Problem

S&T Group was using an in-house legacy UNIX system to handle their operational and business requirements, prior to deploying Jonas. While the software allowed them to get by on a daily basis, S&T Group found themselves spending a lot of time completing tasks manually. With this manual processing, information was not available in real-time and basic tasks were delayed.

As Leslie Jokic, Controller at S&T Group stated, "With our old system, data would have to be entered into the system manually and extracting information proved quite difficult as well. Everything had to be manually posted and the information was not integrated with other functional areas of our business."

With the majority of the business processes being done manually, a lot of paper was being utilized, which left S&T Group susceptible to misplaced documents and information incorrectly entered into the system. As their business began to expand, it became clear to them that it was time to start looking for a new construction software solution to handle their growing business needs.

#### Jonas Construction Software To The Rescue

Jonas Construction Software has effectively reduced manual processing for S&T Group, along with fully integrating their processes and helping to grow their business. Since partnering with Jonas, S&T Group has expanded from 1 company with 32 employees and 8 back-office staff to 6 companies with 250 employees and about 25 back-office staff. Therefore, Jonas has allowed S&T Group to operate at a 10:1 employee to office staff ratio, compared to the 4:1 ratio they had before implementing Jonas. S&T Group is also able to complete payroll in a day, compared to the 4 days it would take them before Jonas.

“As far as time savings and increased efficiency, we saw a huge improvement in service billing and payroll especially. We can complete payroll and do reporting directly from Jonas using the information that is already there, which has saved us a lot of time.” Leslie stated. With the ability to create custom forms and reports, S&T Group now has a flexible and integrated software system that is capable of meeting their business needs.

### Benefits

Since partnering with Jonas Construction Software, S&T Group is operating much more efficiently. With a reduced reliance on manual operations such as data entry and payroll processing, their employees are very satisfied and they have limited their paper footprint as well. By having all information stored in Jonas, project managers are able to access real-time and accurate job cost information, providing them with greater insight into how each project is doing.

With Jonas' fully integrated system, accessing information is a lot quicker and they are able to be more productive overall. S&T Group has also been able to grow with the business as Leslie states, “Jonas has given us a lot of flexibility to develop our services the way we want and to seamlessly add new companies, which you don't find with other software systems.” From the beginning, Jonas has been there to help S&T Group grow, and they know with Jonas, future growth is attainable as well.

### Conclusion

About 17 years ago S&T Group made the decision to partner with Jonas Construction Software and have never looked back since. Having such a long relationship helps demonstrate Jonas' 'Software for Life' policy, which is our commitment to continually invest in improving our products to give our customers a better experience. S&T Group is a great example of a company who started a journey with Jonas and has continued to grow without having to significantly increase their back-office staff. They have been able to address all of the issues they sought out to resolve, and are now operating more efficiently than ever. S&T Group is confident that with Jonas, they can do anything.

### About Jonas Construction Software

Jonas Construction Software provides industry-leading business management and accounting software to our clients. Our fully-integrated solutions provide all of the tools that you need to increase productivity and improve your bottom line. At Jonas, we make it easier for companies to focus on what is important – their customers, their projects, and their employees. We do this by streamlining their operations and giving better visibility to the entire organization. This gives your employees the tools to do their jobs better, support your customers and achieve your company goals.

# METRIC CONTRACTING SERVICES

## Case Study

METRIC CONTRACTING SERVICES is a heavy civil contractor that performs excavation to help construct major highways, roadways, railways, shopping malls, airports and sprawling residential subdivisions. With the goal of integrating their business, enhancing decision making capabilities, and improving access to information, Metric came to the realization that their current software solution was no longer going to meet their needs. Metric leveraged Jonas to help enrich the business through improved efficiencies, providing them with a sustainable software solution that would grow with them as the needs of the business increase.

### Recognizing The Problem

Before implementing Jonas, Metric was using an old DOS based in-house legacy system to handle their day-to-day construction software needs. Although the software could perform basic functions, a lot was left to be desired in terms of functionality and majority of the business still relied on manual, time consuming processes. With their previous software system, they were also limited in what they could do when it came to reporting and were lacking visibility into the business.

As Anna Liorti, Controller at Metric stated, "We weren't able to create reports the way we wanted them, and generating reports to better understand things like inventory and equipment or job cost was difficult and time consuming."

Another problem was that their current software system was no long going to be providing support for the DOS version, which left them in a tough situation. With all of these issues surrounding them, Metric decided it was time for a change and began exploring options for a new construction software solution.

### Jonas Construction Software To The Rescue

Jonas Construction Software has helped Metric grow their business, enhance operation efficiency, and provide them with a more integrated software solution overall. Since partnering with Jonas, Metric has doubled their sales with relatively the same amount of accounting staff. Metric has also been able to take on more projects without having to increase the number of back office staff. "The beauty of having Jonas is we are able to take on more jobs and increase our workload, and yet roughly keep the same amount of office staff because Jonas is so adaptable and is able to grow with us," stated Anna.

With Metric operating multiple companies, they are able to manage each of those companies through Jonas, which has allowed them save the cost of employing more accounting staff. Metric deals with a lot of unions and has 13 different union agreements, which they are able to store in Jonas and can automatically populate during the payroll process, saving them a lot of time.

### Benefits

Since deploying Jonas Construction Software, Metric is running a more integrated and efficient operation, with greater visibility into how the business is doing. With the ability to customize reports the way they want, information is relevant and up-to-date, giving them a real-time view of how each job is doing. This is

especially important for the project managers, as they are able to monitor each project to ensure they are on time and on budget.

With the executive dashboard, management is able to access information in a single view, providing them with insight into the status of the business and allows them to make more informed decisions as well.

As Anna stated, “The executive dashboard is excellent. Our owners are able to utilize the dashboard to get quick information without having to go through all of the details, and if needed, they are able to drill down and see more financial information.” With Jonas, Metric is now able to better manage their cash flow and have a more accurate view of the business overall.

## Conclusion

Since partnering with Jonas 15 years ago, Metric has been able to double their sales and have improved upon the way they operate on a day-to-day basis. With a user-friendly system and great support from Jonas, Metric’s employees are very satisfied. Having the information stored in Jonas and integrated throughout the business has increased collaboration tremendously and access to information has become much easier as well. Decisions can now be made in real-time and projects can be monitored to ensure they are on the right track. With Jonas, Metric is now able to focus on growing the business, knowing they have the support of a fully-integrated construction software solution.

## About Jonas Construction Software

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# Pyramid Construction Ltd. Case Study

Pyramid Construction Ltd. specializes in heavy construction, general contracting, and land development. Their goal is to continue to be a leader in the construction industry within Newfoundland while ensuring both their employees and customers are satisfied. With the aim of better integrating the business, reducing reliance on manual processes, as well as improving their ability to make quicker and more informed decisions, Pyramid realized their current system could not meet these needs and decided to make a change. Pyramid leveraged Jonas handle their operations more efficiently, and provide greater insight and visibility into their business.

## Recognizing The Problem

Before partnering with Jonas, Pyramid was using Geac to handle their construction software needs. With Geac being primarily an accounting management software, Pyramid felt that they were unable to use the system effectively to handle their job cost needs and it did not integrate well with the other functional areas of the business as well. Pyramid also found that Geac was not very user friendly and because of the lack of integration, they were still relying heavily on manual processes.

As Gerrie Day, Controller at Pyramid Construction stated, “Geac was not as easily integrated and user friendly as Jonas is, and we had to rely on more accounting staff just to handle the manual processing we needed to complete.”

Pyramid quickly came to the realization that if they wanted to optimize their business and increase overall efficiency, a change in their construction software system was necessary.

#### Jonas Construction Software To The Rescue

Jonas Construction Software enabled Pyramid to gain greater insight into their business, operate a much more efficient accounting department, and better track time and material. With Jonas in place, Pyramid has reduced their accounting staff by almost 60%, going from 7 employees down to 3 currently. Pyramid also two locations in Nova Scotia, Canada as well, and Jonas allows them to employ only one controller to handle the accounting for all divisions from their head office.

“With Jonas, we are effectively saving the salary of two extra controllers as I am able to monitor both locations’ financials without having to physically be at each office,” stated Gerrie. Pyramid’s superintendents are also utilizing Jonas eTimesheets, which allows for more accurate labor hours as the superintendents have more direct involvement with their employees and are able to catch any mistakes before it is too late.

#### Benefits

Since partnering with Jonas Construction Software, Pyramid is operating a more integrated and efficient business at all levels. With a fully-integrated software solution such as Jonas, Pyramid has full visibility into key performance indicators such as cash and lines of credit. With the Jonas Dashboard View, management is able to quickly determine how each job is doing and make proactive changes if necessary. By reducing their accounting staff, they have experienced savings not only with salaries, but also on the cost of rent through reduced office space needed to house their employees.

Pyramid has benefited from the great support at Jonas. As Gerrie stated, “I love the support. It is timely in the sense that I can call at any time during the workday and reach somebody. The support is just excellent and the team is great.” Pyramid is also able to better consolidate their financial information, which makes month and year-end closing a breeze.

#### Conclusion

With Pyramid deploying Jonas over 18 years ago, it is evident the partnership has been a successful one. Pyramid has experienced both time and cost savings and are now running a more efficient business overall. With only 3 accounting staff handling the financial needs of their 300 employees, Jonas has enabled Pyramid to run a very lean, yet very effective operation. With all of their information integrated within Jonas, manual processes have been reduced, access to information is quick and easy, and management can make more informed decisions. Partnering with Jonas has drastically improved the way Pyramid operates, creating an environment where both customers and employees are satisfied and Pyramid is able to focus on building their business.

#### About Jonas Construction Software

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# HUMBOLDT ELECTRIC LTD. Case Study

HUMBOLDT ELECTRIC LTD. provides the highest quality services in commercial, industrial, and residential wiring, computer and telephone cabling, fibre optics, and design/assist projects. Their aim is to stay at the forefront of technological advances while ensuring that they keep up with all new developments within the Electrical and Construction Industry.

With the objective of simplifying their business operations, reducing manual processes, and enhancing their collaboration and integration, Humboldt decided it was time to make a change. They wanted a software solution that could not only address these issues but also help make their employee's lives easier and lead to a more productive work environment. Humboldt leveraged Jonas to not only handle their business needs today but also grow with them to handle future growth as well.

## Recognizing The Problem

Prior to partnering with Jonas, Humboldt was using a combination of Abacus and ConstructJob to meet their construction software needs. With having two software systems in place, along with utilizing Excel spreadsheets, Humboldt found themselves doing a lot of double and triple entries. Not only was this extremely time consuming for their back-office staff, but was also prone to data entry errors which left their information susceptible to inaccuracy.

As Alicia Mascho-Verbeke, Office Manager at Humboldt Electric stated, "We wanted one solution that would encompass all aspects of our business, instead of using multiple software systems which led to a lot of duplicate entries and was just very inefficient overall."

Continuing to use this ineffective system of managing their business was no longer an option, and Humboldt quickly decided a change was needed.

## Jonas Construction Software To The Rescue

Jonas Construction Software enabled Humboldt to run a more efficient accounting department while reducing their manual processes at the same time. With regards to their accounting department specifically, Humboldt was able to reduce the amount of time spent manually entering invoice and payroll information by 15 hours per week. When completing direct deposit to their employees, Jonas was able to eliminate the triple entry system they were using.

"Once we got Jonas, direct deposit could be done with Jonas only, and we no longer had to use both ConstructJob and Abacus to get this done, saving us both time and money," stated Alicia. Humboldt is

also using the Jonas Digio document management system, which has helped to reduce the amount of paper they are using and has allowed them to centrally store their information in one location for quick and easy access.

## Benefits

Through a disciplined implantation process, Humboldt has been able to utilize each functionality within Jonas to its fullest extent. As their business grows, they know they can grow with Jonas as part of Jonas' Software for Life policy. Humboldt was extremely happy with the implementation process and how fast they were able to get up and running on Jonas.

Also, any time they call in for assistance, Alicia has been very pleased with how quickly they can get the help when needed saving them the time and stress of having to figure it out on their own, "I have been nothing but happy with the Jonas support team. Even just emailing or calling in, I always get a quick response back and they take the time to ensure the question is answered and we understand what we are doing." Alicia also appreciates the help function within Jonas as well, "With the help function and the great step-by-step screenshots provided, I have been able to solve the issue 90% of the time, without having to email or call in to support."

## Conclusion

With Jonas, Humboldt is now operating a more functional and efficient business, with fewer manual processes and greater visibility. Not only have they replaced an entire third-party processing system with Jonas, but their back-office staff is now able to be more productive with the additional time savings. Having all of their information integrated into one system, they can access information quicker and are able to make more accurate and informed decisions as well. With the added help and guidance from the Jonas support team, they are confident anything is possible with Jonas.

## About Jonas Construction Software

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### CAMPBELL AND KENNEDY ELECTRIC LTD. Case Study

CAMPBELL AND KENNEDY ELECTRIC LTD. specializes in building and tenant services, design/build, and maintenance. Their aim is to satisfy their customers by providing high-quality installations that are on time and on budget. With continually improving customer satisfaction and optimizing business operations a priority, Campbell and Kennedy saw an opportunity to make enhancements.

They wanted a software solution that could replace their legacy system while providing the business with a more integrated and collaborative environment. Campbell and Kennedy leveraged Jonas to attain these enhanced improvements and efficiencies they deemed necessary to help their business succeed.

## Recognizing The Problem

Campbell and Kennedy were using an old legacy system which was rapidly becoming inefficient and left much to be desired. Also, a lot of their work was being done manually, such as entering data in Excel spreadsheets which can be prone to human error and double entries. Using manual processes proved problematic in terms of consolidating information, and also limited visibility and reporting.

As Kelly Wenzel, Controller at Campbell and Kennedy explains, "With our legacy system, entering data was redundant and the way we had to enter our information was not very efficient either." With that being said, they quickly realized that the only way to optimize operations was to upgrade their software system.

#### Jonas Construction Software To The Rescue

Jonas Construction Software helped Campbell and Kennedy increase growth, enhance accounting capabilities, and integrate their software system overall. Since partnering with Jonas, Campbell and Kennedy has increased revenue by 30%, going from roughly \$10 million in annual revenue to \$13 million today, without any additional office staff. Jonas has also helped increase efficiencies in a number of other areas at Campbell and Kennedy.

They have reduced their union reporting time from 1 day to 1 hour per month. Since implementing Jonas direct deposit, they are now able to save roughly 50 days per year in driver's hours delivering pay stubs, as this is now done electronically. Their billing cycle time has been reduced, with the ability to post payroll journal entries without having to close out their month, allowing them to send invoices out quicker. They are also able to attain quick, real-time snapshot views of their business using the Jonas project view dashboard.

#### Benefits

With an efficient and easy to use software solution such as Jonas Construction Software, Campbell and Kennedy is running a more optimized and effective business overall. "The way Jonas matched and gelled together really fit with the way we were trying to run our business", states Kelly Wenzel.

The fact that Jonas is quick and very user-friendly has led to high adoption rates amongst their staff and has helped increase employee productivity as well. The continued support and product updates Campbell and Kennedy receives from Jonas really keeps them informed and confident they can perform their jobs optimally.

#### Conclusion

Since deploying Jonas Construction Software, Campbell and Kennedy have seen an improvement in virtually all aspects of their business. With Jonas in place, they have not had to increase the amount of back-office staff to accommodate their growth, which demonstrates the effectiveness of Jonas.

Also, Campbell and Kennedy have reduced processing time in key areas such as union reporting and payroll. They now are able to attain real-time, accurate views of the current state of the business which allows them to make better and more informed decisions. Since partnering with Jonas, Campbell and Kennedy are operating stronger than ever and are poised to continue their success into the future.

#### About Jonas Construction Software



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## RED RIVER ELECTRIC Case Study

RED RIVER ELECTRIC, a reputable electrical contractor based in Moorhead, Minnesota, and since 1977 has been offering residential new construction, commercial construction, light industrial projects, and electrical services. As the company expanded its operations and continued to evolve, Red River Electric realized that their existing construction accounting software was not meeting their growing needs. They were looking for something that would connect their field and back office operations in such a way that would reduce their manual workload and improve efficiency across their business.

Before Jonas Construction Software:

1. Construction accounting software that wasn't fully integrated.
2. Duplicate entries and time-consuming manual processes.
3. Limited reporting capabilities, hindering project management.
4. Outdated software that wasn't regularly updated to keep up with industry demand.
5. Cumbersome system resulting in discouraged Project Managers.
6. Service billing required manual re-entry of hours, leading to inefficiencies.

After Jonas Construction Software:

1. Fully integrated construction accounting software tailored to the needs.
2. Streamlined project management and efficient service billing.
3. Real-time data access and comprehensive reporting capabilities.
4. Continuous software updates to remain up-to-date and relevant.
5. User-friendly system that encouraged PMs to actively utilize the software.
6. Service billing no longer required manual re-entry of hours.

The Challenge: Inefficient Construction Accounting Software and Limited Reporting Capabilities

Jackie Peterson, the Controller at Red River Electric, stated, "The biggest issue with our system prior to Jonas Construction Software was that it was not fully integrated, especially with the service module,

which led to a lot of duplicate entries and was just not very efficient.” The system lacked seamless integration, leading to duplicate entries and inefficiencies across the company. Additionally, Maxwell was not updated regularly, which was a cause for reflection as it did not align with Red River’s plans for improving their business. Project managers were also hesitant to use Maxwell due to, what Red River assessed to be, its cumbersome nature, which limited their ability to manage projects effectively.

#### The Solution: Jonas Construction Software’s Fully Integrated Solution for Construction Operations

Determined to address these issues, Red River Electric turned to Jonas Construction Software. They found that Jonas provided a fully integrated, user-friendly solution that would help them improve their operational efficiency. Jackie Peterson, in the video case study, explained their decision, “When we were looking for software, ...we were looking for something that was more integrated, and less Excel spreadsheets that we had to keep up on the side or digital files on the side. And Jonas seemed to be the best fit for that so the project managers can look at their jobs, look at their reports.”

Jonas Construction Software offered numerous features tailored to Red River Electric’s needs, such as streamlined project management, efficient service billing, real-time data, and effective construction reporting. With continuous updates and improvements, the software remained up-to-date and relevant to the industry’s ever-changing landscape.

#### A Seamless Transition and Exceptional Support

Red River Electric experienced a smooth transition to Jonas Construction Software, thanks to the exceptional support provided by the Jonas team. Jackie recalled the process,

“One thing that pleasantly surprised me during the conversion, and what I was most apprehensive about, was extracting the data from the old software and moving it into the new one. That process was pretty seamless overall, even with a few hiccups, for the most part, it went very well. “

#### The Impact: Streamlined Service Billing and Enhanced Project Management

With Jonas Construction Software, Red River Electric saw significant improvements in their operations. The increased efficiency in SERVICE BILLING saved the service department 300 hours per year, allowing them to allocate resources more effectively. Jackie Peterson praised the Jonas service module, “With Jonas, we are able to complete service billing a lot faster, as we no longer have to re-enter hours, and our service department saves about 300 hours per year, allowing them to be much more productive in the process.”

Enhanced project management capabilities provided better visibility and control over projects, enabling project managers to make well-informed decisions and optimize resource allocation.

#### Conclusion: A Successful Partnership for Continued Growth

Red River Electric’s partnership with Jonas Construction Software has created more efficiency in their operations, enhanced the timeliness and accuracy of their data, and improved their construction reporting. The fully integrated solution has allowed them to optimize their service operation, reduce duplicate entries, and speed up service billing. PROJECT MANAGERS now utilize Jonas Construction Software for better scheduling and project management, leading to increased visibility and improved project

performance. Jackie expressed her satisfaction with the partnership, “Jonas is always there for us and truly cares about our needs, which is something that really stands out to us.”

REQUEST A DEMO now to see how we can help you with similar challenges.

#### About Jonas Construction Software

Jonas Construction Software delivers industry-leading construction management and accounting software solutions. Our fully-integrated tools empower companies to enhance productivity and improve their bottom line. At Jonas, we simplify operations and provide better visibility throughout the organization, enabling companies to focus on their customers, projects, and employees. This equips your employees with the necessary tools to excel in their roles, support your customers, and achieve your company’s objectives.

# ALLTRADE INDUSTRIAL CONTRACTORS INC. Case Study

ALLTRADE INDUSTRIAL CONTRACTORS INC. specializes in the industrial services, energy and utilities, automotive, and fabrication industries. They are committed to supplying their customers with work that is safe, done right and completed on time, as well as interacting in accordance with their values of honesty and integrity, all at a fair price.

With the goal of improving their job cost, tracking and reporting capabilities, Alltrade determined that their current construction software system would be unable to take them to the next level, and they decided it was time to make a change. Alltrade leveraged Jonas Construction Software to help streamline their operations, while providing them with more accurate and comprehensive insights into their business.

#### Recognizing The Problem

Before making the decision to partner with Jonas, Alltrade was using QuickBooks as their construction software system. With QuickBooks primarily being an accounting software, it was not set up to handle the various nuances that occur within the construction industry. With that being said, as Alltrade began to grow as a company, they quickly came to realize QuickBooks was no longer going to work for them.

As Bob Ritzmann, President of Alltrade Industrial states, “QuickBooks worked well for us when the company was just starting out, but as we grew and required greater functionality such as more detailed job cost and tracking, we quickly realized QuickBooks was not set up properly to do this.”

Another issue Alltrade had with QuickBooks was the amount of manual work that was required to track costs by job, which was quite time-consuming and did not garner the results they were looking for. As Alltrade continued to grow, they quickly came to the realization that if they wanted to optimize and better manage their business, a change to their construction software was needed.

#### Jonas Construction Software To The Rescue

Jonas Construction Software has enabled Alltrade to vastly improve the efficiency of their business while providing them with greater insight into their overall performance. One strong area of improvement for

Alltrade has been their union reporting. Since implementing Jonas in 2013, Alltrade has been able to reduce the time it takes to complete union reports for all of their local unions and trades from 4 days to only half of a day to complete, which represents a reduction in their reporting time by about 90% per month.

Alltrade has also experienced improvements in their job cost and tracking, as Bob Ritzmann states, "Jonas allows us to track all of our labor, materials, subcontractors, tools, and equipment directly to each job, which gives us a more accurate picture of what is the real cost of doing that job and allows us to be more proactive in our decision making." Alltrade also has about 750-800 union rates that are set up within the Jonas system, allowing them to quickly pay out the correct rate to their workers, while also keeping all of their rate codes organized within one integrated solution.

## Benefits

Since partnering with Jonas Construction Software, Alltrade has grown their business by about 300%, without having to increase the amount of back-office personnel. Due to the efficiencies within Jonas, Alltrade is now able to take on more business without having to worry if their software system can handle the increased amount of work.

The intuitive and user-friendly nature of Jonas Construction Software has really made the lives of the Alltrade employees easier as Bob Ritzmann states, "Before Jonas, we were doing a lot of manual work and excel calculations, but literally now all I say to my staff is 'just press the button' and we are able to instantly create any report we need." With Jonas, Alltrade now has better control over their financials and they know that the information in the system is always accurate and up-to-date.

## Conclusion

With Alltrade Industrial Contractors deciding to partner with Jonas Construction Software in 2013, it is quite clear that they are enjoying the benefits of having a fully-integrated construction software solution. Alltrade has been able to not only grow their business dramatically since implementing Jonas but they are also poised to continue their growth into the future. With the confidence that all of their information within Jonas is correct and in real-time, Alltrade is now able to make quicker, more effective decisions. They are also able to use this information to create reports that provide greater detail and insight into their business. Jonas Construction Software has provided Alltrade with true peace of mind, allowing them to focus on improving and growing their business.

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# AIR & ENERGY Case Study

AIR & ENERGY is a mid-sized Florida-based company providing air conditioning, electrical and plumbing services and replacements for homes and businesses. Family-owned with 40+ employees, Air & Energy has been in business since 1983 and prides itself on excellent service and best-in-class technicians.

“Jonas stepped up to the plate in a huge way to make it work for us.”

## Recognizing The Problem

As a thriving, forward-looking company, Air & Energy’s software simply did not measure up. It was antiquated and had a major problem—it could not be upgraded. As Vice President Stewart Moon says, “Our software was stagnant...it was dying a slow death. The owner of the company...[was] not writing new software, not keeping up with the times.”

Moon and his team knew they needed a new software solution that gave them the features they needed, such as streamlining processes, visual dispatching and GPS integration. But, most importantly, they needed a solution that evolved as their business needs evolved.

## Jonas Construction Software To The Rescue

Choosing a software solutions partner was a decision Moon did not go into lightly. Software is considered the lifeline to their business. “It’s a huge partnership that you’re making, so you’re really laying your future in the software company’s hands,” says Moon.

His decision was based on more than a product: it was about who was behind it. “It was more about the company behind the software and where they were going in the future.” It was an integrated solution backed by a continuous innovation that propelled Moon and his team to choose Enterprise from Jonas Construction Software.

## Benefits

A seamless transition to Enterprise was critical to Air & Energy’s business. But, their 20-year old software was not designed to be transferred. While this made the transition challenging, Jonas met—and exceeded—Moon’s expectations. Jonas worked over months to transfer data to the new Enterprise system and ensured that critical information was not lost. Moon notes, “Jonas stepped up to the plate in a huge way to make it work for us... it was exactly what we were looking for. We were looking for someone who was willing to go outside the box and help us, whatever that meant.”

A two-way conversation—from the start Before implementing Enterprise, Moon had easy access to Jonas staff, right up to the VP level. So, he could work one-on-one with the Jonas team to discuss his business goals and develop solutions to get there. And, as a part of Jonas’ Software for life promise, Moon can upgrade his software to meet his evolving business needs—and has suggested features to implement into future products.

## Conclusion

After 2 years, Air & Energy's partnership with Jonas is still strong. After implementing almost all Enterprise modules, Moon highly values its robust reporting capabilities, transparent data collection, and excellent technical support. And, as his company grows and diversifies, he is confident that his business needs will continue to be supported.

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# MALEK, INC. MECHANICAL AND PLUMBING CONTRACTORS Case Study

MALEK, INC. MECHANICAL AND PLUMBING CONTRACTORS specializes in commercial and residential heating and air conditioning systems sales, repair, and maintenance. Service is a top priority and customer loyalty is their goal.

Aiming to reduce the number of manual processes, increase the speed at which they could access information, as well as grow their business, Malek quickly realized Great Plains was not going to be able to handle their construction software needs.

Malek leveraged Jonas to improve the efficiency of their operation from top to bottom and provide them with a construction-specific software solution that could handle their business needs today, as well as in the future.

#### Recognizing The Problem

Prior to implementing Jonas, Malek was using Great Plains to handle all of their back-end operational needs. With Great Plains being primarily an accounting management software, job costing was difficult to say the least and Malek was quite limited in what they could do.

As Theresa Martin, Controller at Malek stated, "Life before Jonas was disorganized and it was difficult to keep track of things. We had a lot of open and duplicate work orders in our system and a lot of the work orders would be printed out and ended up being lost or never completed."

Malek risked unsatisfied customers and the potential of even losing customers if they continued using Great Plains. With that being said, Malek determined it was necessary to make a change with their construction software and began the process of looking for a solution that better suited their needs.

#### Jonas Construction Software To The Rescue

Jonas Construction Software enabled Malek to grow the business, limit manual processes, and increase both employee and customer satisfaction. Through partnering with Jonas, Malek has doubled their revenue, going from about \$10 million in annual revenue to \$20 million currently with the same amount of back-office staff. With the Jonas Dispatch Scheduler, Malek is better able to manage their technicians and process work orders much easier as well.

As Theresa stated, “With the Dispatch Scheduler, our customers are definitely getting better service from us. They are more satisfied now that we are able to respond to their service calls quicker and we are able to utilize our technicians more effectively as well.” With reduced amounts of manual processes on both the job and service side of the business, Malek’s employees are much more satisfied as well. By incurring less mistakes, the productivity of the office staff has increased tremendously.

## Benefits

Since partnering with Jonas Construction Software, Malek is running a more proficient and well-organized operation. Having all information stored in Jonas, Malek is better able to access pertinent information required for effective decision making. With Malek still growing as a company, Jonas has been able to grow with them. They have taken a disciplined approach and deployed new functionalities within Jonas as their needs grow, and the Jonas implementation and support team has been there to help them along the way.

With Jonas, they are able to process and store information quicker, allowing them to handle more tasks and be more productive as a company overall. Reducing their manual processes has helped transform the business into more of a paperless environment and has helped facilitate the transfer of information much easier. Collaboration is now much easier between the functional areas of the business and helps ensure everyone is on the same page.

## Conclusion

Since deploying Jonas 12 years ago, Malek has improved in all facets of their business. Their revenue has grown with the same amount of accounting staff, their customer and employee satisfaction is higher, and the ability to handle and process information has increased as well. With Jonas, all of their information is integrated throughout the business and information is readily available in real-time.

Malek is now utilizing their resources more effectively, and with the Dispatch Scheduler, both their dispatchers and technicians are more productive as well. Partnering with Jonas has improved the way Malek is able to operate their business, and with Jonas in place, Malek can continue to grow at their pace backed by a fully-integrated software solution.

## About Jonas Construction Software

Jonas Construction Software provides industry-leading business management and accounting software to our clients. Our fully-integrated solutions provide all of the tools that you need to increase productivity and improve your bottom line. At Jonas, we make it easier for companies to focus on what is important – their customers, their projects and their employees. We do this by streamlining their operations and giving better visibility to the entire organization. This gives your employees the tools to do their jobs better, support your customers and achieve your company goals.

# DMS INDUSTRIAL CONSTRUCTORS INC. Case Study

DMS INDUSTRIAL CONSTRUCTORS INC. is one of western Canada's fastest growing mechanical contractors. DMS specializes in industrial piping and equipment installation for new construction as well as expansions, maintenance turnarounds and plant relocations. With the commitment to the growth and prosperity of their employees, clients and community, DMS required a software solution that would allow them to improve upon their current processes and become a more efficient business overall.

With that being said, DMS leveraged Jonas Construction Software to streamline payroll, improve job costing, and simplify the lives of their project managers, all through one integrated software solution.

## Solutions

Jonas Construction Software has helped DMS improve in three specific areas of their business: enhanced productivity, streamlined payroll, and improved reporting. With respect to data entry and the subsequent distribution of information to their project managers, DMS has seen big-time savings and gains in efficiency.

As Judy-Lynn Hiebert, Chief Financial Officer at DMS Industrial Constructors states, "There have been times when we had original estimates with up to 10,000 cost items, and to enter all of that information in the past would have taken us 3 to 4 days to complete, which now takes us about 5 minutes to simply upload through Jonas."

When it comes to payroll, DMS has seen big improvement when it comes to their processing times, "Previous to Jonas, we had two full-time payroll administrators to complete 18 different union payrolls. Since implementing Jonas, we have been able to reduce this number to one part-time payroll processor, and regardless of the number of employees, the amount of work will never increase."

With all of their information integrated within Jonas, generating reports is now a lot easier to complete for DMS, and with the mobile solutions from Jonas, their project managers are able to view these reports right from the job site. This has not only helped increase productivity but has also allowed their field staff to make more accurate and informed decisions.

## Benefits

Since partnering with Jonas Construction Software, DMS is running a more efficient and effective business overall. One of the main benefits DMS has experienced since deploying Jonas has been enhanced employee satisfaction. As Judy-Lynn states, "Virtually everyone within DMS now uses Jonas, from the administrative assistants, to the project managers, to the general managers. The great thing about Jonas is that no matter what their role is, they are able to access the information they want, and more importantly, they are able to access it themselves without having to wait for someone to send it to them, which is a real time-saver for us."

Another great benefit Jonas provides for DMS is the true integration between departments, as well as the various companies DMS operates. The integration between accounting, job cost, and service effectively



eliminates the inefficiencies that would occur if multiple software was to be used, simply by having a fully-integrated software solution such as Jonas Construction Software.

## Conclusion

In the six years, DMS has been a Jonas Construction Software partner, their business has become more efficient, they are more productive, and their employees are much more satisfied. Having a complete, all-in-one integrated software has allowed DMS to add new businesses and migrate them onto Jonas with ease. Their back-office staff, field staff, and management team are all more productive with Jonas in place, and with such an intuitive software system, all DMS employees are confident they can complete their jobs more efficiently.

With more streamlined and optimized business processes, their customers are also much more satisfied with the service they are receiving from DMS. The partnership between Jonas Construction Software and DMS has been a positive experience thus far, with the best yet to come.

## About Jonas Construction Software

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# HEARTLAND MECHANICAL CONTRACTORS Case Study

HEARTLAND MECHANICAL CONTRACTORS is a commercial heating, ventilating, and air-conditioning (HVAC) contracting company, with a reputation for outstanding workmanship, honesty, and integrity. No matter the project, Heartland can take it from initial concept to completion, ensuring a high-quality and efficient HVAC system with the optimum life cycle costs.

Heartland Mechanical performs both job-based and service-based projects within the industrial, commercial, and residential sectors. In 2002, Heartland Mechanical transitioned to Jonas Construction Software with the goal of increasing efficiency, managing processes, and streamlining their overall operations.

## Solutions

Since implementing Jonas Construction Software, Heartland Mechanical has become a more efficient business overall. More specifically, Heartland Mechanical has doubled the number of employees, effectively increasing their size by 100%, all without having to increase the amount of back-office staff to accommodate their growth.

Another big area of improvement for Heartland Mechanical has been in their subcontract control. “I can’t image not having the subcontract control from Jonas,” stated Carrie Dierks, Controller at Heartland Mechanical Contractors. “We are now able to easily track and manage subcontractors to make sure we are not getting overbilled. The process is now much more efficient, which not only helps us save time, but money as well.”

Heartland Mechanical also likes the ability to bill according to each individual change order, which provides them with an organized system and more accurate information as well.

## Benefits

Partnering with Jonas Construction Software has provided Heartland Mechanical with a software solution that is specific to the needs and requirements of their business. With regards to the support received from Jonas, Heartland Mechanical is able to get immediate assistance when needed, allowing them to reduce downtime and be more productive.

They also like the fact the Jonas continues to assist them, even years after the initial implementation. As Carrie Dierks stated, “We love that the Jonas Account Management Team regularly keeps in contact with us to make sure everything is going well and if there is anything further we need. It’s nice to know that if we have ever have a question or concern, there is a dedicated account manager at Jonas whom we can reach out to.”

Another benefit Heartland Mechanical has seen with Jonas is reporting. With both easy-to-use built-in forms, as well as customizable forms, Heartland Mechanical can create standard reports and reports with customized fields, providing them with the flexibility to report on information that meets the needs of their business. They also have received positive feedback from their customers regarding their invoicing through Jonas.

While Heartland Mechanical is still in the process of transitioning to mobile solutions, they will not have to search for another software system, as Jonas already has the mobile capabilities required when they are ready to go mobile.

## Conclusion

Since 2002, Heartland Mechanical has steadily improved their business with Jonas Construction Software. They have been able to double the size of their business, all without having to add any additional back-office staff to accommodate their growth. They also now have an efficient process in place to track and manage their subcontractors, which has helped them saved both time and money.

With Jonas, Heartland Mechanical is able to get the support they require on an ongoing basis and like the fact that they can reach out to their dedicated account manager at any time. As Heartland Mechanical looks to transition to mobile solutions, they know they have a software solution in Jonas that is capable of meeting their mobile needs going forward.

With Jonas Construction Software, Heartland Mechanical can focus on their day-to-day operations and grow the business, knowing that they have a fully integrated and automated software solution ready to grow with them.

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# DORSETT TECHNOLOGIES Case Study

Based out of North Carolina, DORSETT TECHNOLOGIES has been designing, manufacturing and installing air quality, HVAC and energy management control systems for government, military and institutional facilities since 1956. Their control systems are trusted by municipalities, the U.S. Army, the U.S. Air Force, NASA and corporate customers across the United States.

## Disconnected From The Beginning

From the outset, Dorsett Technologies could not get on the same page with their software system, Maxwell American Contractor. One of the main reasons this occurred was due to a lack of understanding about what Dorsett was trying to achieve.

As Patricia, Project Coordinator at Dorsett stated, “With the third-party, outsourced trainers that were assigned to us by Maxwell, we never really felt like they understood us as a company and all of the different facets of our business.”

Another issue Dorsett had with Maxwell was the level of support they received. “We consistently had unresolved cases with Maxwell, and some were never solved at all, even until we decided to make the switch to Jonas,” stated Patricia. When Maxwell was eventually acquired by Viewpoint, Dorsett continued to experience the same kind of issues, and it became quite evident that a change was necessary.

## Why Jonas Construction Software

The process was entirely different with Jonas Construction Software. Not only was Dorsett up and running within only three months, but the training they received truly put them in a position to succeed. “The trainers we had were extremely knowledgeable and were very honest with us from the beginning. During the initial kick-off, they really took the time to understand our business needs, which made the whole training process that much smoother,” Patricia stated.

Even after Jonas Construction Software was fully deployed, Dorsett has continued to receive best-in-class support from Jonas, which has allowed them to focus on running their business. With Jonas in place, their employees are much more satisfied, which has improved office morale and productivity as well.

# HORWITZ INC. Case Study

HORWITZ INC. designs, builds, installs and maintains mechanical systems to meet the needs of their clients. They specialize in design/build projects, building automation systems, preventive maintenance services, building commissioning, energy services, engineering, HVAC piping, plumbing, high purity and process piping, sheet metal, and capital planning and budgeting.

Horwitz currently operates three divisions, with a fourth division on the way. About 90% of their work is job-based, with the other 10% dedicated to service. In 2007, Horwitz made the switch to Jonas Construction Software with the goal of automating manual processes, streamlining operations, and mobilizing their workforce.

## Solutions

Since implementing Jonas Construction Software, Horwitz has experienced numerous improvements in all areas of the business. One key area of improvement however, has been in the mobilization of their workforce and the benefits associated with leveraging Jonas eMobile and eTimesheets specifically.

"Prior to eTimesheets, all technicians would manually complete timesheets and either fax, email, or bring them back into the office for processing. What ended up happening was that we were dealing with paper and documents coming in multiple ways, that then had to be manually entered into the system, which was very time consuming to say the least," stated Cindy Clemens, Controller at Horwitz Inc. "Now, with Jonas eTimesheets, because of the centralized and automated functionalities, we can complete payroll in three-quarters of a day, as compared to a day and a half, effectively reducing our payroll processing time by about 50%."

Horwitz is now completing 92% of their payroll using eTimesheets. With regards to Jonas eMobile, Horwitz utilized the recommended step-by-step hybrid approach, which gradually rolls out eMobile on mobile devices. By following this implementation strategy, Horwitz was able to use what they had learned from each gradual deployment and apply that to the next batch of employees, allowing them to be fully up and running on Jonas eMobile in only 3 months.

Also, with the easy-to-use nature of eMobile, when new technicians are employed, they simply hand them a tablet with basic usage instructions and have not experienced any issues thus far. Even with the transition to Jonas and the implementation of Jonas eMobile and eTimesheets, Horwitz is able to maintain certain processes, such as job costing for example, as Jonas Construction Software is flexible to their specific way of doing business.

## Benefits

Partnering with Jonas Construction Software has allowed Horwitz to operate a more organized and efficient business. One of the main reasons for their increase in efficiency has been in large part due to Digio, Jonas' Document Management system. As Cindy Clemens stated, "There is no way we could go back to our old way of doing things without Digio, as it allows us to quickly access and view all of our documents from anywhere, and at anytime. Digio is truly amazing."

Another benefit Horwitz has experienced with Jonas is project management. Their project managers now have accurate, real-time information available to them at all times, providing project managers with the

ability to not only better forecast their jobs, but also manage them better as well. With real-time data available, they can also make more proactive decisions during the course of each project, thus enhancing visibility and providing a greater level of control.

## Conclusion

In the time that Horwitz has been in partnership with Jonas Construction Software, they have been able to achieve their goals and beyond. They have been able to both automate manual processes and mobile their workforce with the implementation of Jonas eMobile and eTimesheets.

By leveraging mobile solutions from Jonas Construction Software, Horwitz has been able to streamline operations, and more specifically, their payroll processing time. With the reduction of manual paperwork, in conjunction with a centralized document management system, Horwitz is now running a more efficient and organized business overall.

From top to bottom within their organization, the impact of Jonas Construction Software has been overwhelmingly positive. Horwitz now has a consistent and reliable software solution that can handle their business requirements today, as well as grow with their business moving forward.

## About Jonas Construction Software

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# ROSETOWN CENTRAL REFRIGERATION & AIR CONDITIONING LTD. Case Study

ROSETOWN CENTRAL REFRIGERATION & AIR CONDITIONING LTD. specializes in design-build and retro-fit installations, preventative maintenance and service of all mechanical and HVAC/R systems. Their aim is to remain a recognized market leader by continuing to exceed client expectations through a focus on leadership, perfect track record, and staff knowledge.

With improving customer satisfaction and streamlining their business a priority, Rosetown saw an opportunity to enhance overall efficiencies. They wanted to automate and integrate their operations and have greater visibility into the real-time status of their business. Rosetown leveraged Jonas to consistently increase profitability with disciplined growth.

## Recognizing The Problem

Rosetown was doing majority of their operations manually, which proved difficult to not only manage but also track how their business was doing. With information being written by hand and later entered into a spreadsheet, their information was susceptible to errors and the process was extremely time-consuming.

As Ben O'Rourke, Chief Financial Officer explains in regards to their old system, "Dispatch and accounting information was stored in a book and integrated accounting was non-existent. It really couldn't produce an integrated solution in any way, shape, or form."

As such, they were unable to attain real-time information and had limited visibility into the status of their business. Eventually, the situation reached a point where they could no longer afford to continue using their outdated system and decided it was time to make a change.

### Jonas Construction Software To The Rescue

Jonas Construction Software enabled Rosetown to reduce their manual operations, increase their profit margins, and automate their processes. Through implementing Jonas, Rosetown was able to increase profitability by 300%, going from roughly \$3 million in annual revenue to \$10 million today. They were also able to triple the number of technicians, from about 8 to 25 currently, allowing them to complete about 6,000-6,500 work orders per year.

Jonas has not only provided Rosetown with financial gains, but has also allowed them to have greater visibility and insight into their day-to-day operations. As Ben O'Rourke, Chief Financial Officer explains, "The Jonas DataMart module allows us to be more proactive than reactive, and we can now better anticipate if an issue is on the horizon."

With Jonas, operations now running a lot smoother, overall efficiency has improved, and using the software has become second nature for Rosetown's office staff, giving their employees more time to focus on customer satisfaction.

### Benefits

With more automated and integrated operations, along with improved efficiencies, Rosetown is still able to attain future growth with Jonas. According to Ben O'Rourke, "Currently, we are setup where we can grow between another 15-20% and still have the same infrastructure in place." Having that kind of scalability allows for Rosetown to continue on their current path with Jonas as their only software solution.

Rosetown also acquired a company, in which Jonas assisted in the consolidation process, providing the new company with training and support to get them up and running with Jonas Construction Software.

### Conclusion

Since implementing Jonas Construction Software, Rosetown has improved their overall business processes immensely. They have eliminated their need for manual paperwork and data entry, reducing errors as a result. With data being automatically integrated into the Jonas system, the office staff can now perform much more effectively.

Having Jonas in place has also allowed Rosetown to maintain their current staff levels while being able to grow their business at the same, thanks to the efficiencies seen by implementing Jonas. Rosetown is now able to generate reports in real-time so they can be more proactive and make better, more informed

decisions. This partnership with Jonas allows Rosetown to not only perform better today but sets them up for success in the future as well.

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## BCI Mechanical Inc. Case Study

BCI Mechanical Inc. specializes in air conditioning and plumbing solutions, primarily servicing the private residential, commercial, and industrial sectors. Their mission is to be North Texas' premier heating, cooling, and plumbing company.

With the aim of growing their business, enhancing customer satisfaction, and integrating their functional areas, BCI began to realize their current software system was no longer going to meet their needs going forward. With that being said, BCI leveraged Jonas Construction Software to provide them with greater access to information, better visibility and tracking, and a software solution that could grow with them into the future.

#### Recognizing The Problem

Prior to implementing Jonas, BCI Mechanical was using an in-house legacy system to handle their construction software system needs. While the system was capable of performing basic tasks, the time consumed to achieve this was quite lengthy and was lacking the functionality necessary to provide greater insight into the business.

The system in and of itself did not integrate well with the rest of the system, leaving BCI to resort to other measures as Charla Smith, Controller at BCI Mechanical states, "When it came to performing a task such as equipment management for example, our old software did not have this capability, so we had to utilize other third-party software solutions and then import the data, which made the process quite arduous."

Completing service dispatch proved quite difficult as well, as they only had a manual list of calls with no detailed information, which left them in the dark about which technician was performing what job. With a software system that was limiting what their business could do, BCI decided it was time for change.

#### Jonas Construction Software To The Rescue

Jonas Construction Software has helped BCI increase their service revenue, grow the company, and improve the efficiency of their business overall. Since deploying Jonas in 2011, BCI has seen an increase in service revenue of about 20%, with not only the same number of dispatchers, but an additional 5 technicians as well. They were able to increase their number of technicians from 13 to about 18, which represents about 40% growth, all without adding any additional service dispatchers.

As Charla stated, “With Jonas, our service is a lot more efficient and we are able to handle a greater amount of jobs without having to add any additional back office staff.”

Having Jonas in place has provided BCI with greater insight into their business, allowing their management and project managers to access real-time cost information for each job. BCI really enjoys this, as they are able to track each job and ensure that they are not falling behind or losing money before it's too late.

## Benefits

Since partnering with Jonas Construction Software, BCI is able to operate a more efficient and integrated business overall. With such a user-friendly and easy-to-use interface, employees are very satisfied with how simple Jonas is to use. So simple, as Charla states, they even have their receptionist completing tasks within Jonas, “The Jonas interface is very clean, the layout is easy to navigate, and information can be easily exported out to Microsoft Excel. Even our receptionist finds it very intuitive and she was able to learn the system relatively quickly.”

Another great benefit and time saver BCI has experienced is Jonas' complete integration, as they are able to access information from multiple locations within Jonas, knowing the information will be accurate and up-to-date at all times. BCI also operates a lot of equipment, and the equipment management functionality in Jonas allows them to better track and understand their equipment depreciation.

## Conclusion

In the four years that BCI Mechanical has been a Jonas partner, the amount of gains they have experienced has been tremendous. From relying heavily on manual processes and operating with limited visibility into the business, BCI is now thriving in all aspects.

With Jonas, BCI has achieved their goals of growing the company, enhancing customer satisfaction, and integrating the business. Partnering with Jonas has given BCI a stable construction software solution that has, and continues to support them along the way. BCI is looking forward to continued growth, and with Jonas, they know that they have the right partner to help them get there.

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# Chiller Systems Service Case Study

Chiller Systems Service, Inc. offers HVAC repairs, retrofits and maintenance to take care of any heating, ventilation or air conditioning issues their clients are faced with. As professional Denver HVAC contractors, they strive to continually build their business through an ever-increasing, loyal base of customers.



With the goal of operating a more streamlined, integrated, and automated business, Chiller Systems Service, Inc. began to realize that their current software system, Maxwell, was limited in its capabilities and was not going to be able to handle their software requirements going forward. Chiller wanted a software system that understood the intricacies of their HVAC business and could provide a complete, all-in-one solution. With that being said, Chiller leveraged Jonas Construction Software to enhance their overall operations and help their business grow and increase profitability.

### Recognizing The Problem

Before transitioning to Jonas Construction Software, Chiller Systems Service was using Maxwell as their construction software system. With Maxwell primarily an accounting first software, Chiller found themselves spending a lot of time trying to perform simple tasks.

As Scott Tracy, Owner at Chiller Systems Service stated, "With Maxwell, we had to complete all of the accounting processes before we were able to bill anything, which was quite time consuming and did not work well for us, especially in the service industry where quick billing is crucial."

Another issue Chiller had with Maxwell was reporting. It was quite difficult for them to extract data from the Maxwell system, which left Chiller unable to generate any useful reports in a timely manner out of the Maxwell system. There were also integration issues between Maxwell and their third-party field service software, which disrupted and limited their overall service capabilities.

With these difficulties mounting, Chiller realized that Maxwell would no longer be able to meet their construction software needs and determined it was time to make a change.

### Jonas Construction Software To The Rescue

Jonas Construction Software has helped Chiller Systems Service streamline their service operation, reduce their billing cycle, and increase their overall accessibility and visibility. Since implementing Jonas, Chiller has been able to reduce their billing cycle from 3 weeks down to just 1 week, representing a 200% reduction in their billing cycle time. Chiller Systems Service is now able to bill on a weekly basis from the time the work order is completed, representing a faster turnaround on their cash flow.

With Jonas, and the eMobile module specifically, Chiller has reduced their IT expenses by 50%, effectively eliminating laptops with more cost-effective tablets in the field. "I can't imagine life without mobile technology, and using Jonas eMobile for that technology has worked well. It's a huge advantage for us that our technicians are working in 'real-time' for our customer's benefit. There are just so many time and cost savings associated with having eMobile, it's been great for us." stated Scott Tracy.

With regards to their service operation, Chiller is now able to operate at a much more efficient level. Their technician work hours and work orders are all available in real-time and reported on a daily basis, which allows their service manager to better schedule tickets, determine work order status, and plan their overall service operation more efficiently.

### Transition To Jonas Construction Software

During the initial transition from Maxwell to Jonas Construction Software, expectations were set up from the beginning letting Chiller Systems Service know exactly what to expect during the process. This

allowed Chiller to learn how to operate Jonas at their own pace while focusing on their specific business requirements.

The trainers took the time to ensure that Chiller really understood how the software worked and provided them with tips and tricks to be successful. A test company was setup, a standard process for all new Jonas Construction Software clients, which allowed Chiller to try the software in a simulation setting without having to worry about making mistakes. The test company was quite beneficial to Chiller as Scott Tracy stated, "With the test company, we were able to try the software out and vetted a lot of the issues prior to going live without having to worry about the impact on our business. This was a really powerful tool and a huge advantage for us as we were able to really train and learn the software, which gave us a great deal of comfort knowing we would be ready once we went live with Jonas."

Chiller also took the initiative to train upfront and really put in the work required to get up and running on Jonas. Their hard work, in conjunction with their dedicated internal Jonas trainer, Chiller Systems Service was live in only 30 days.

## Benefits

Since partnering with Jonas Construction Software, Chiller Systems Service is now running a more automated, integrated, and paperless service operation. With the dispatch scheduler from Jonas, Chiller is now able to easily schedule their service tickets, as well as forecast much better and schedule service jobs in advance.

The Digio document management system has provided Chiller with an integrated and organized solution to document storage. They are now able to locate documents quickly and easily, from anywhere and at any time, which has proven quite useful to their business. As Scott Tracy stated, "With Digio, if a customer calls in and I need to access a particular work order or invoice, I can simply go into Digio, search, and access the work order which not only saves us time, but helps improve our customer service as well."

Another great benefit Chiller has experienced has been the Jonas executive dashboard. With this module, Chiller is able to view financials, key performance indicators, and highlights from a single dashboard view. This provides Chiller with quick access to how the company is performing, as well as the ability to uncover any financial discrepancies.

## Conclusion

Through partnering with Jonas Construction Software, Chiller Systems Service has not only been able to streamline their internal service operation, but also enhance their customer service as well. From the initial training process, Chiller was able to learn the software at their own pace and were setup for success.

Since deploying Jonas Construction Software, Chiller has reduced their billing cycle, reduced overall IT expenses with Jonas eMobile, and are now running a more organized and efficient service business. Not only are their employees more satisfied with the user friendly Jonas software system, but with the ability to provide exceptional service, their customers are much happier as well. With Jonas Construction Software, Chiller Systems Service no longer has to worry about their software system, and can now focus on continually improving and growing their business.

## About Jonas Construction Software

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## HARRELL-FISH INC. Case Study

HARRELL-FISH INC. is a mechanical contracting and service firm specializing in the construction, industrial, health care, commercial, food service, residential, and energy industries. They perform and excel in all areas including plan and spec work, design/build, construction management, and full 24-hour emergency service and maintenance.

With the goal of reducing their reliance on manual processes, developing a more integrated system, and improving their customer service, Harrell-Fish determined that their existing software system was no longer going to meet their needs. With the objective of transitioning into mobile technology as well, HFI began looking at software solutions that could address these needs. After an exhaustive search, they ultimately came to the conclusion that Jonas Construction Software was the right solution for their business moving forward.

### Recognizing The Problem

Before making the transition to Jonas Construction Software, Harrell-Fish was using StarBuilder to handle their software needs. While StarBuilder performed adequately, it lacked certain functionalities which made the software more burdensome to utilize.

"We found that the reporting capabilities of StarBuilder was weak and the data was cumbersome to review and analyze," stated Dave Conner, Chief Financial Officer at Harrell-Fish.

StarBuilder was also not integrated with their service operation, which forced Harrell-Fish to use numerous third-party software systems. While StarBuilder was able to interface with other software, it could not fully integrate. This was heavily dependent on manual processes and created a lot of physical paperwork, which was costly and time-consuming to complete.

Their dispatch also had to be done manually as well, with many worksheets being created to keep track of the dispatch schedule. As Harrell-Fish continued to grow, they came to the realization that they required a more integrated, automated, and mobile-friendly software solution to accommodate the needs of the business.

### Jonas Construction Software To The Rescue

Jonas Construction Software has allowed Harrell-Fish to better manage their purchase orders, reduce their billing cycle and enhance payroll processing, and improve their overall service operation as well.

On the construction side of the business, with the Jonas Purchase Order module specifically, Harrell-Fish has seen a big improvement. As Dave Conner stated, "Prior to Jonas, all of our purchase orders were manually handwritten, which were then manually processed and matched with the invoices when they arrived. It was just a very manual process overall. Now with Jonas, we were able to write 15,000 digital purchase orders within Jonas in our first year alone, allowing us effectively to go from no electronic processing to a completely digital process."

Even with the additional growth, Harrell-Fish has experienced, they have not had to hire any additional back-office staff members to accommodate this growth thanks to the capabilities of Jonas. Over the past 3 years, Harrell-Fish has grown from \$9 million to \$13 million on the industrial side, all without having to add any additional staff, as Jonas has allowed them to effectively manage their operation with existing personnel.

When it comes to their billing process, Harrell-Fish is now able to turn around billings about 5 days quicker with Jonas, improving their cash flow in the process. They have also reduced their payroll processing time from about 4 hours a month spread out across three employees, down to about an hour only with Jonas.

## Benefits

By partnering with Jonas Construction Software, Harrell-Fish is running a more organized and efficient operation. With the service dispatch board, they are better able to schedule and manage their technicians through an easy-to-use dashboard view. If any discrepancies occur, they are quickly able to locate and correct them before the problem worsens.

In terms of overall functionality within Jonas, Harrell-Fish has been impressed so far, "The great thing about Jonas, and this is very important to us, is that they have demonstrated a constant improvement of the product and take the input of their customers very seriously when making enhancements to the software," stated Dave Conner, "we truly wouldn't be able to do things we are doing now without Jonas."

They also like the ability to design their own forms with Jonas, which helps to simplify the entire reporting process. Also, with the additional savings, they have attained through optimizing processes with Jonas, they have been able to put more money into the completion of actual projects.

## Conclusion

Since becoming a Jonas Construction Software partner, Harrell-Fish has made great improvements with respect to enhancing and streamlining their business processes. Harrell-Fish took the time initially to prepare for the transition to Jonas, which led to a smooth deployment process and put them in a position to succeed from the start.

By implementing the software on a gradual basis, they allowed their employees to get acclimated to the system. Having already provided their technicians with tablets in the field prior to implementing Jonas, they have positioned themselves once again for a successful transition to Jonas eMobile in the near future. With the backing of a fully-integrated and automated software solution in Jonas Construction

Software, Harrell-Fish knows they can continue to grow without having to worry about investing in further software.

### About Jonas Construction Software

Jonas Construction Software provides industry-leading business management and accounting software to our clients. Our fully-integrated solutions provide all of the tools that you need to increase productivity and improve your bottom line. At Jonas, we make it easier for companies to focus on what is important – their customers, their projects and their employees. We do this by streamlining their operations and giving better visibility to the entire organization. This gives your employees the tools to do their jobs better, support your customers and achieve your company goals. Over 25 years ago, we made a promise called 'Software for Life'. This is our commitment to never phase out any of our products and to continue to invest in improving them, so you'll never have to implement a new system. Jonas Construction Software is backed by Constellation Software Inc. (CSI), a global software company that acquires and builds high market share, mission-critical vertical market software companies. CSI consistently maintains profitable growth and is entirely debt free.

## BAULNE Case Study

BAULNE offers complete HVAC and mechanical services, with a primary focus on three main areas: design-build, maintenance, and optimization. With BAULNE's end-to-end HVAC services, they help businesses modernize, replace or add equipment, ensuring that their systems are operating properly and efficiently. BAULNE helps businesses design, according to their needs, a robust and efficient maintenance program to increase their equipment's reliability and lifetime. BAULNE also designs, develops and installs solutions to increase buildings' energy efficiency, helping to maximize the management, performance and operation of their equipment, while reducing costs at the same time. BAULNE's mission is to make the lives easier for users, administrators and owners through green, connected technologies.

### Recognizing The Problem

Before deploying Jonas Construction Software, BAULNE was using Maestro as their software solution. Although Maestro performed adequately in terms of handling their back-end operations, BAULNE still found themselves using pen and paper for the majority of their processes. Not only were they losing these paper documents on a regular basis, but the ones that were being entered manually into the system were both time-consuming to complete and fraught with errors.

Another area where BAULNE was looking to improve upon was their service operation. Their technicians were unable to complete their paperwork digitally, and the service dispatch feature was lacking the functionality they required. As their service business continued to grow and evolve, BAULNE determined that it was time to start looking for a more complete, fully integrated software solution.

### Jonas Construction Software To The Rescue

Since implementing Jonas, BAULNE is now benefiting from greater visibility and information sharing throughout their company. With a single solution to handle both their operations and finances, BAULNE can now focus on their day-to-day business.

One main advantage BAULNE has experienced since implementing Jonas has been the time savings thanks to the paperless environment they are now able to operate in, “Prior to Jonas, we used to operate primarily in a paper-based system, which at one point, left us with 6 weeks of unbilled service calls. Now with Jonas, we never exceed a 2-day invoicing backlog! This paperless and integrated process has enabled us to operate and account for all activities in real-time.”

With all of their information stored in Jonas, they are now able to access their information quicker, which in turn, allows them to provide better service to their customers.

## Benefits

With Jonas now in place, their entire service operation is now running more efficiently with a complete service dispatch board and mobile functionality through Jonas. The biggest benefit has been the eService solution from Jonas, which is an online customer portal that allows BAULNE’s customers to easily create new work orders, view history, manage service contracts, and access equipment history and photos – 24 hours a day, 7 days a week. This solution is fully integrated within Jonas, which has truly helped differentiate themselves from the competition.

When their customers do call in for assistance, BAULNE is now able to leverage Jonas to improve customer satisfaction, “Prior to Jonas, locating service reports in the companies’ library was extremely difficult, and often the report would either be missing or in the wrong place. Since implementing Jonas, BAULNE is now able to answer customers’ questions with a few clicks, directly from Jonas.”

In addition, with the new dispatch board, BAULNE’s service managers are now able to manage more technicians than ever before, all without having to add any back-office staff.

## Conclusion

Since making the decision to switch to Jonas Construction Software, BAULNE is now operating a much more efficient business, with greater visibility and increased confidence. Prior to Jonas, BAULNE was working in a manual environment, especially when it came to their service operation, which was heavily reliant on disjointed software and pen and paper to perform their day-to-day activities.

Not only was this inefficient, but it also led to a lot of wasted time and money. By investing in Jonas, BAULNE has truly streamlined their business and set themselves apart from the competition. BAULNE can now rest assured that they have the backing of a complete, robust software solution in Jonas that is capable of growing with them as their business continues to grow.

## About Jonas Construction Software

Jonas Construction & Service Management Software is a fully integrated and automated construction management software solution, designed to help businesses improve productivity and increase profitability. At Jonas, we make it easier for companies to focus on what is important – their customers, their projects and their employees. For over 30 years, we have steadily developed and improved our product, constantly striving to meet the needs and requirements of the industry today, while staying on the cutting-edge of technology. Backed by Constellation Software Inc. (CSI), a global software company that acquires and builds high market share, mission-critical vertical market software companies, we are dedicated to building software that meets the ever-changing needs of the construction industry.

# Current Mechanical Case Study

Established in 1978, Current Mechanical is a family-owned, high-quality solution, offering a complete range of services to ensure that their clients' buildings and homes are healthy, comfortable, and energy-efficient. Current Mechanical provides services ranging from pre-construction consultation to custom fabrication in their pre-fab shop and even annual preventive maintenance contracts. At Current Mechanical, they handle refrigeration, plumbing, HVAC, process piping, medical gas piping, and even fire protection services. Their mission is to solve customer's problems by finding the right solutions for each unique customer.

## Recognizing The Problem

Prior to acquiring Jonas Construction Software, Current Mechanical was running their business on a software system called COINS. While the software performed sufficiently and allowed them to manage their business operations, there were some areas in which the software was lacking. The COINS software was somewhat limiting, and lacked integration throughout the software, with information locked in specific locations and inaccessible from certain departments. Another concern with COINS was that they still found themselves using pen and paper quite often, which did not help to improve their overall efficiency.

In addition, due to the lack of functionality and complex nature of the software, many of their employees were hesitant to use the software, which often proved to be a challenge. As Current Mechanical continued to evolve through both organic growth and acquisitions, combined with the fact that COINS was planning on discontinuing their support for the software solution they were on, led them to start looking for a software solution that could better meet their needs going forward.

## Jonas Construction Software To The Rescue

After speaking with many existing Jonas clients, researching competitors, and experiencing several demos, Current Mechanical ultimately selected Jonas Construction Software as their software of choice. Since Jonas has been implemented, Current Mechanical is now running a more efficient and integrated business.

With the user-friendly nature of the software, real-time reports are easier and quicker to create, and the ability to create a new job is now seamless. On the service side, Current Mechanical is fully operational on Jonas eMobile, which allows their technicians to perform and complete jobs directly from the field on the tablet device.

"Before we had eMobile, we were using a lot more pen and paper, which was definitely less efficient," stated Ted Current, Vice President and CFO at Current Mechanical. "Now, since implementing Jonas eMobile, our techs are able to complete jobs from the field and no longer have to return to the office to drop off their paperwork on a weekly basis, which has really allowed us to have access to more timely information."

In addition, they no longer need to run reports for every single aspect of their business, but instead, are able to go directly into Jonas and access information in real-time.

## Benefits

With Jonas now up and running, the benefits to the business have been tremendous. With regards to billing, they are now able to bill much quicker and have been able to reduce payroll processing time. As Ted Current stated, “Jonas has allowed us to significantly reduce our manual data entry, thanks to their mobile solutions and fully-integrated nature, which has allowed us to save about half a day of data entry for our payroll staff.”

Current Mechanical recently acquired two businesses on the residential side, which were both using QuickBooks. Since acquiring Jonas, they have been able to seamlessly transition both of those companies off of QuickBooks and on to Jonas, which has allowed them to operate with only one accounting system and centralize all of their data.

They were also utilizing another third-party software, Trimble ConstructJob, which has now been replaced with Jonas’ Project Management solution. “By transitioning off both QuickBooks and ConstructJob, and only using Jonas for all our functional business areas, we have been able to reduce our overall software costs and improve our bottom line.”

As a whole, Current Mechanical has been able to grow their business without having to add any back-office personnel, all while running on Jonas. They have also seen an increase in employee satisfaction, as several of their staff are now using Jonas who weren’t using their old software.

## Conclusion

While the decision to make the switch to Jonas involved a lengthy and exhaustive search, Ted from Current Mechanical is sure they made the right decision for their business, “The overall positive feedback we received from others we spoke to within, and even outside our industry, really sold us on the software. We really find Jonas to be a quality software solution, and we are very confident that as we grow, Jonas will be there to grow with us.”

In making the decision to invest in Jonas, Current Mechanical has been able to take their business to new heights and are now positioned for even greater success as they continue to grow and evolve.

## About Jonas Construction Software

Jonas Construction & Service Management Software is a fully integrated and automated construction management software solution, designed to help businesses improve productivity and increase profitability. At Jonas, we make it easier for companies to focus on what is important – their customers, their projects, and their employees. For over 25 years, we have steadily developed and improved our product, constantly striving to meet the needs and requirements of the industry today, while staying on the cutting-edge of technology. Backed by Constellation Software Inc. (CSI), a global software company that acquires and builds high market share, mission-critical vertical market software companies, we are dedicated to building software that meets the ever-changing needs of the construction industry.

# Johansen & Anderson Case Study

Johansen & Anderson have been in business for over seven decades, providing heating, air conditioning and ventilation services. Johansen & Anderson primarily does service and replacement and maintenance agreements. Johansen & Anderson’s HVAC specialist rank among the top 5% in the state certified by the NATE (North American Technical Excellence) committee.



## Recognizing The Problem

Prior to partnering with Jonas Construction Software, Johansen & Anderson were using Bluegrass Software. Although this system worked adequately for a while, they began noticing inefficiencies in their business processes. Because of Bluegrass's lack of integration, payroll, job costing and union reporting were all completed manually, which was time-consuming and cumbersome to do.

When it came time to do software updates, Bluegrass experienced crashes, which proved to be disruptive to their overall operation. With these issues in mind, Johansen & Anderson needed a software solution that was fully integrated and could meet their changing needs going forward.

## Jonas Construction Software To The Rescue

When migrating software, one of Johansen & Anderson's biggest worries was an unsuccessful implementation, but this concern was quickly put to rest. Johansen & Anderson were partnered with an experienced and knowledgeable consultant and benefited from Jonas's thorough deployment process.

Once Johansen & Anderson were up and running, they began reaping the benefits of a fully integrated software solution. When discussing the impact of Jonas' union report, Rick Cronholm, President of Johansen & Anderson said "Setting up union codes ahead of time became a breeze with Jonas, saving us 4 to 5 hours per week on union reporting."

With Jonas integrating vital processes like payroll and job costing with accounting, Johansen & Anderson were provided with one, unified solution for all of their business needs. In addition, Johansen & Anderson were able to complete job costing and payroll much faster and have effectively eliminated the need for duplicate entry.

## Benefits

Since implementing Jonas, Johansen & Anderson have been able to embrace a more digital environment, and have leveraged the Jonas Dispatch Board. With Jonas, they are able to dispatch technicians more efficiently, compared to the manual process they used prior to Jonas.

Through the Jonas Executive Dashboard, Johansen & Anderson are able to drill-down into monthly and quarterly financials, which allows them to make more accurate and real-time decisions. Furthermore, Johansen & Anderson utilize the Service Technician Efficiency Report and Gross Technician Profit Report to help determine technician performance on a regular basis. With greater levels of insight, they are now able to coach technicians based on their performance and profitability, which has helped improve their service operation overall.

When issues do arise, Johansen & Anderson have been extremely satisfied with Jonas' Support department. When discussing his appreciation for Jonas' Support Team, Cronholm, "It's the service after the sale that really makes the difference, and that's how we run our business, so it's nice to partner with a company that feels the same way."

Johansen & Anderson have experienced steady growth with Jonas, all without having to increase their back-office staff. Additionally, as Johansen & Anderson look to grow, Jonas is able to scale with the business, without them having to worry about replacing their software solution.

## Conclusion

Having been a loyal Jonas client for over 10 years, Johansen & Anderson continue to reap the benefits of a fully integrated software solution. With the ability to have a full view of the business through the Executive Dashboard, Johansen & Anderson are able to make the best decisions possible for their business. With key business processes like payroll and job costing now handled within one integrated solution, Johansen & Anderson have been able to reduce their reliance on manual entry while increasing their overall efficiency and productivity.

## About Jonas Construction Software

Jonas Construction & Service Management Software is a fully integrated and automated construction management software solution, designed to help businesses improve productivity and increase profitability. At Jonas, we make it easier for companies to focus on what is important – their customers, their projects and their employees. For over 25 years, we have steadily developed and improved our product, constantly striving to meet the needs and requirements of the industry today, while staying on the cutting-edge of technology. Backed by Constellation Software Inc. (CSI), a global software company that acquires and builds high market share, mission-critical vertical market software companies, we are dedicated to building software that meets the ever-changing needs of the construction industry.

# Powell Contracting LTD. Case Study

Since 1967, Powell Contracting LTD. has been servicing and installing temporary concrete barriers, noise barriers, crash cushions, guide rails, ground mount signs, overhead signs and sign structures in Southern Ontario.

Their projects include outfitting highways such as the 400 series in Ontario, transit systems, airports, municipal contractors and more. Over the years, Powell Contracting has also acquired additional companies that complement their offerings such as hydrovac, traffic control and logistics companies. Owning these companies enables them to self-perform most of the work rather than subcontract it out allowing them to grow their customer base.

## Recognizing The Problem

Prior to partnering with Jonas in 2013, Powell Contracting had 50 employees and was using Sage 300 for accounting, and Schedule It for project scheduling. Schedule It was a resource scheduler and was not specific to construction. This meant that it lacked dispatching capabilities, and was not robust enough to handle the unpredictable, and often hectic nature of the construction industry.

Because of these limitations, Powell Contracting relied on hand-written work orders and printed schedule sheets. Sustainability Manager, Phil Breault recalls, “By the end of the night, the handwritten schedule sheet was worn through because of so many pencil marks”.

Moreover, because their scheduling tool and accounting software did not integrate, they had to input work hours in Schedule It, and rekey the same data into Sage 300, performing double entry. These manual processes were time-consuming and prone to human error, ultimately slowing down efficiency and productivity.

In addition, Sage 300 and Schedule It did not accommodate their growing need for job costing. Powell Contracting's job types include service and installation for temporary barriers, noise barriers, crash cushions, guide rails, overhead signs, and more. Between Sage 300 and Schedule It, it was extremely difficult to drill down into the finite costs and details of each job. Because of this, Powell Contracting were unable to determine which types of work were the most profitable, preventing them from knowing what areas of the business to focus on.

Also, by owning a number of companies that perform hydrovac, traffic control, logistics, and more, Powell Contracting needed a single solution that could be implemented across each company. In order for the business to acquire more companies, a solution that could handle Multi-company operations and Inter-company accounting functionality was a necessity.

With these issues in mind, Powell Contracting put together a list of requirements for their next software partner. Firstly, the software needed to be an integrated solution to reduce manual entry. Secondly, they sought a software with detailed job costing. Lastly, with Powell Contracting owning multiple companies in different industries, having a single software solution for both operations and accounting all was a must.

#### Jonas Construction Software To The Rescue

In the five years that Powell has been with Jonas, they have been able to grow exponentially and address many of the issues they were experiencing with their previous systems.

With Jonas' fully integrated solution, Powell Contracting was able to eliminate hand-written work tickets and schedule sheets. By utilizing Jonas Dispatch Scheduler, Powell Contracting is provided with the flexibility of a construction-specific solution, which has made dispatching technicians twice as fast as it used to be. In addition, with Dispatch Scheduler syncing with Payroll, Powell Contracting has been able to eliminate double-time entry, saving administrative staff multiple hours a week.

Furthermore, Powell is extremely pleased with the integration between Payroll and Job Costing. When discussing this, Breault said, "Tying together our job cost with our payroll gives us a level of detail that we never had before. We are able to cross-reference against estimates, see if there are extra labor hours, and tell if we are on time and on budget." With Jonas, Powell Contracting now has a level of analysis which has led them to achieve higher margins.

Powell Contracting has been able to take full advantage of Jonas' Multi-company & Inter-company functionality, and have implemented Jonas across all of their supporting companies. With Jonas, they have been able to increase revenue, and have only added twice as many administrative staff. With the ability to quickly implement Jonas across all of their companies, Powell Contracting has been able to acquire and onboard new companies much more efficiently. With Jonas, they are now in a position to acquire more companies, outsource less, and bolster the services they provide to their customers.

Furthermore, Jonas has also helped Powell Contracting gain more insight and clarity into their projects. Through Jonas' Project Management solution, Powell Contracting is able to determine where the problem points for each project are, and now have the foresight and capability to address it before a major issue arises. This has enabled them to ensure projects are always on time and on budget.

#### Benefits

Since partnering with Jonas Construction Software, Powell Contracting has been reaping the benefits of a fully integrated solution. With Jonas implemented across all of their companies, Powell was able to standardize and simplify all administrative processes. Furthermore, Jonas has provided a lens that they never had, giving them the ability to drill down and make more informed and calculated decisions.

With Jonas, Powell Contracting now has a system that can help the business grow and scale. When describing the impact that Jonas has on their business, Accounting Manager Nicole Martins said, “Jonas is like the purchase of a new house. If you have a solid foundation you can build upon that. All the extras like the mobile pieces are finishing touches. But even without those, the house is still beautiful.”

When discussing how Jonas will impact their business in the future, Martins said, “Jonas created a harmonious environment for growth.” As they continue to evolve, Powell Contracting plans on implementing more Jonas mobile products to further streamline their operations and modernize their business.

## Metro Controls Case Study

Established in 1986, Metro Controls is an HVAC and temperature control contractor specializing in Building Management Systems and Automation. Their goal is to help their customers in Detroit and greater Michigan be more energy-efficient, while also gaining better control and visibility of their HVAC systems. Over 50% of Metro Controls’s work is temperature control for school districts, and they have experience with industrial, auto manufacturing and government facilities as well.

### Recognizing The Problem

Prior to partnering with Jonas, Metro Controls used Maxwell MMS. With Viewpoint’s acquisition of Maxwell MMS in 2015, they were put in a very difficult position. They had to either stay on Maxwell MMS and cease to receive support and development on the software, or move to Viewpoint Vista, a completely different software. Like many others in this position, Owner John Mollicone researched other software solutions that could meet their current business needs but also provide additional functionality.

After assessing their experience with Maxwell MMS, Metro Controls established a wish list for their next software partner. Because many staff were hesitant to transition from Maxwell MMS, Mollicone knew he needed a software partner with a strong training and implementation team to help Metro Controls go live quickly.

With the Maxwell MMS sunset imminent, its replacement needed to be simple and easy to learn, allowing Mollicone and his team to continue running their business without missing a beat. Lastly, Mollicone sought a software solution that provided project managers with greater visibility, to empower them to make better decisions, save time and remain on budget.

### Jonas Construction Software To The Rescue

After researching multiple software options, Jonas checked off all the required boxes, in addition to providing more functionality at a better price point.

Upon transitioning, Metro Controls was very pleased with Jonas’ training and implementation. When discussing his experience, Mollicone said, “They walked me through each module every day, task by

task.” By leveraging best practices, and bringing a wealth of knowledge and life experience, Jonas consultants gave Mollicone a level of confidence that they were able to effectively go live. Jonas’ knowledgeable consultants completely grasped Metro Controls’s business needs, and showed Metro Controls how to optimize and reengineer each of their processes.

Once they went live, Metro Controls noticed vast improvements in many areas when compared to Maxwell MMS. One example was with Jonas Service Billing. “It’s amazing how fast you can generate an unlimited amount of service invoices in a few clicks,” said Mollicone.

In addition to Jonas’ ease of use, Jonas provided Metro Controls with increased time and flexibility. Previously, a full day was required to complete 30 service billings with Maxwell MMS; with Jonas, that time dropped to a mere five minutes, accelerating the process by approximately 99%.

Prior to partnering with Jonas in 2015, Metro Controls had 35 technicians and three administrative staff. Since then, they have doubled their technicians and only added two administrative staff. In the last four years, Metro Controls grew their business and took on more jobs while relying on Jonas to take care of the back end of their business. With Jonas, they have been able to increase profitability and improve their technician utilization.

With Jonas, Metro Controls has improved job costing and now has more insight into each project, helping them increase their margins by 5%.

In addition, Jonas has also enabled increased visibility for project managers and provided them with the information needed to manage each job. Metro Controls was particularly impressed with the Jonas Job Dashboard, which had all the necessary information a project manager would require such as job costing, cashflow and AR. “It’s very easy for project managers to walk through their jobs because of how user-friendly the dashboards are.” When compared to Maxwell, project managers were able to better track their jobs and have more accurate job costing.

In terms of user experience, Mollicone was impressed with how the entire Jonas solution ran faster and smoother than Maxwell MMS, allowing Metro Controls’s employees to increase productivity and efficiency.

In addition to Jonas’ ease of use, the Jonas Support team continues to be a tremendous resource. Mollicone said, “When an issue arises, we usually get it resolved within one to three days, and they are always pleasant and easy to work with.”

#### Future Growth Potential With Jonas

Despite the difficult position they were put in to quickly transition software, Metro Controls has been reaping the benefits of a fully-integrated solution with Jonas Construction. After a lengthy search, Metro Controls has improved their processes and were also exploring other ways Jonas could increase their efficiency and business growth.

Two of Jonas’ key features, which Mollicone plans to implement are Jonas Document Management and Project Scheduler. With Jonas Document Management, Metro Controls will reduce their reliance on paper and use electronic invoicing to lower their costs and accelerate billing cycles and cashflow. Jonas’ project and resource scheduling module Project Scheduler will help Metro Controls track and allocate resources more effectively, which will provide them with the tools to take on bigger, more complex jobs that would have been difficult to manage previously.

With an established foundation of processes to build upon, Mollicone and his team can now confidently expand their team and accept more jobs. With Jonas, Metro Controls no longer has to worry about administrative and manual tasks to inundate staff and technicians. As Jonas continues to develop and improve product offerings, Mollicone looks forward to taking advantage of the many features Jonas offers in its all-in-one construction management solution.

## Phoenix Petroleum Case Study

Headquartered in Fredericton, New Brunswick, Phoenix Petroleum was founded in 2002 to fill a void in the petroleum construction industry. Since then, they've added three additional Canadian offices in Dartmouth, Nova Scotia; Edmonton, Alberta; and London, Ontario to service their clients in Canada and throughout the Caribbean. Their business is comprised of tradesmen, experienced engineers and a management group. As the company grew and they established deeper relationships with clients, Phoenix started taking on larger projects and often acted as the primary contractor, managing entire projects for their clients. In addition to undertaking large-scale projects, Phoenix also provides daily service to retail sites and smaller businesses.

Phoenix has been a long-standing Jonas partner since 2002 on the on-premise version of Jonas Enterprise. In 2019, they migrated their operations to the cloud with Jonas Cloud.

### Recognizing The Problem

IT Manager Tim Thornton, who is responsible for IT operations at all four branches, as well as project management recognized that the infrastructure was due for a change prior to moving to Jonas Cloud.

Phoenix had gone through two servers and Thornton was performing manual backups every day, which meant extra time out of his day, as well as taking up additional space in the office to securely store the backup tapes.

"We realized in 2019 that working from the cloud was going to be the way of the future." said Thornton. "Plus, the convenience of not having to do backups anymore was priceless."

From 2012 to 2020, the number of Jonas users at Phoenix doubled. As Phoenix grew, the impact of running large queries, worsened. When one user ran a large query, it would slow down the system for the remaining users. So as Phoenix scaled up, so did this problem. After replacing the server for the second time in 2012, Jonas on-premise ran well for a number of years until it was apparent technology had surpassed what their server was capable of handling.

### Jonas Cloud To The Rescue

The transition to Jonas Cloud couldn't have taken place at a better time for Phoenix Petroleum. The COVID-19 pandemic followed shortly in the winter of 2020, affecting numerous businesses around the world.

Phoenix staff had approximately six weeks to work with Thornton at the office in the Jonas Cloud environment, before the pandemic mandated the closure of all non-essential businesses. Fortunately, for

their team they were already on the cloud at that point, so the transition was quite easy and everyone was comfortable with working from home when the time came.

When the pandemic hit “Our Jonas users were able to just pack up their laptops and work from home with no interruptions. It would have been a nightmare to train everyone on VPN and remote desktop access.” Thornton noted that working on the VPN previously resulted in terrible lag times.

Thornton even surmised that Jonas Cloud may have even helped save a few employees from company layoffs “[Not having Jonas Cloud] could have potentially led to a few more layoffs, just because people wouldn’t have been able to work as efficiently.”

After the move to Jonas Cloud, staff at Phoenix Petroleum immediately noticed the difference in speed and performance of Jonas. Running an aged receivable report, which used to require 20 to 25 minutes of time, was now shaved down to a mere 12 seconds. With 20% of staff running reports regularly, Thornton and his team couldn’t be more pleased with how much more time their staff has gained to focus on other pressing tasks.

With Jonas Cloud, the employees of Phoenix Petroleum have been able to continue to operate as smoothly – if not more efficiently as they did in the office amid the pandemic lockdown.

## Benefits

Since moving to Jonas Cloud, Thornton has earned back countless hours of work time from helping staff with IT requests, tending to server complaints and cleaning up task files. Tim saves approximately 5 hours a week out of a 40-hour workweek, not having to deal with issues, giving him an extra 12.5% of his time back to work and plan for other projects.

Since 20% of the staff run reports regularly and reporting was 125x faster than before, Thornton and his team were ecstatic to have earned extra time back into their work day. “The first few weeks everyone was just praising how fast everything was,” said Thornton. “Everyone was pleased and commented that there was no office downtime.”

In addition to the immense savings in time, Thornton was also happy to report that they were also able to implement the Field Time module, which they previously were unable to do due to the age of the server. Moreover, they were able to eliminate some third-party software solutions, fill some gaps in the approval processes and access data and other information they didn’t have before.

## Conclusion

With four offices across Canada and customers in Canada and all over the Caribbean, Phoenix Petroleum required a safe, dependable software that could provide them access to real-time data, 24-hours a day. After years of working with Jonas Enterprise on the on-premise solution, IT Manager Tim Thornton recognized the increasing need to move into the cloud to keep up with technological advancements and their growing business.

After migrating to Jonas Cloud, Thornton and his team immediately noticed the difference in the speed of Jonas, allowing them to run reports exponentially faster than before and freeing up more time in their workday to focus on other tasks. As the spearheading force behind moving to Jonas Cloud, “I’ve never experienced a changeover go so smoothly.”

Since moving to Jonas Cloud, Thornton no longer has to generate daily backup tapes and find safe storage for the tapes in the head office. He can also rest assured that if the company continues to grow, Jonas Cloud can easily adapt their new users by simply providing login information.

After being hit with the unexpected nationwide lockdown due to COVID-19, Phoenix Petroleum was able to resume operations, working as efficiently at home as they did in the office.

# Sycamore Engineering Case Study

Founded in 1960, Sycamore Engineering provides mechanical, electrical, plumbing services and sheet metal fabrication for construction projects. Over the years, their business has grown to also include temperature controls, telecommunications, and MEP design-build services.

## Recognizing The Problem

Sycamore Engineering has been a Jonas partner since 2000. Although they were happy with Jonas' accounting solution, their needs grew to include job and service operational software. The business needed features such as time-entry from the field along with more robust reporting. This lead Controller Thomas Smith to compare the Jonas platform to other software platforms.

After surveying the competition and considering other software's capabilities and price points, Smith remained unimpressed with other offerings on the market, and further explored the capabilities of Jonas. Smith quickly realized that Sycamore Engineering wasn't utilizing Jonas to its full capacity, and since its implementation in 2000, have released additional functionalities and modules that could address the issues they were facing.

## From Paper Time Cards to Mobile Entry: Field Time to the Rescue

With 175 technicians and construction workers working within a 90-mile radius, multiple back and forth trips to the office and field were needed to drop off time cards and deliver checks. Rather than completing more service tickets or remaining on job sites, too much time was spent on driving. Hand-written timecards were also prone to human error by technicians, laborers and administrative staff, often delaying the time-entry and payroll processes.

With this in mind, Sycamore Engineering implemented FieldTime, Jonas' mobile time-entry solution. With FieldTime, Sycamore was able to eliminate hand-written time cards, and allow technicians to enter time from the field through their mobile devices. In addition, because FieldTime integrates with Jonas Payroll Direct Deposit, staff always is paid on time and for the correct amount. This has helped Sycamore Engineering workers in the field eliminate unnecessary trips to the office each night. The adoption of Field Time has reduced drive time by over 100 hours per month across the company's workforce, decreased fuel costs and increased onsite productivity.

Furthermore, office personnel utilize FieldTime to accurately approve time entries and track labor hours being received by Payroll. When work hours are logged, an automated approval process is triggered, which allows the appropriate personnel to approve or correct time, and push the data to Payroll. From an administrative perspective, FieldTime has helped Sycamore Engineering reduce time entry errors, provide more detailed digital descriptions of work to customers, and speed up payroll processing. With



automation in place, office personnel can worry less about administrative tasks, and instead, focus on making sure projects are completed on time and on budget.

#### Moving from Hand Written to Digital Invoices: eMobile to the Rescue

Prior to implementing eMobile, Jonas' integrated service management solution, Sycamore Engineering's Service Department relied on hand-written service tickets and paper invoices. Hand-written errors by technicians and administrative staff sometimes lead to more phone calls, follow ups, and longer billing cycles which negatively impacted cash flow. Furthermore, rather than completing more service tickets, technicians were forced to drive back to the office to deliver time cards for the day. Relying on these time-consuming manual processes and paperwork slowed down the productivity of both technicians and administrative staff.

Now with eMobile, Sycamore Engineering has been able to speed up the billing cycle and provide customers digital timesheets along with their invoices. With eMobile, some technicians are even able to create their own invoices and collect payments via credit card from the field. With the improvements of eMobile the Service Department Dispatcher has more visibility to see specific work orders for each technician, which has helped to reduce manual errors and avoid rework.

#### From Scheduled Reports to Real-Time Data: EBI to the Rescue

From a reporting perspective, Controller Thomas Smith used Jonas' legacy report builder, and set timelines each week to run specific reports. Using Jonas' legacy report builder often took a very long time, and made it difficult to see accurate, real-time information. Sycamore Engineering required more robust reporting for service managers, project managers and warehouse managers, to give them more visibility into each area of the business.

Because of these limitations, Sycamore Engineering implemented Jonas' newest reporting and business intelligence tool, Enterprise Business Intelligence (EBI). With EBI, Smith is able to run what he calls, "action-based reports," which create visibility for their managers. With EBI, managers can now see job costing and labor against their projects, service managers can see which technicians are on each project and equipment managers can see equipment utilization on each jobsite. With EBI's dashboards and intuitive reporting, Sycamore Engineering is able to make smart, accurate and cost-conscious decisions in real-time.

#### Saying Goodbye to Paper: Jonas Document Management to the Rescue

After 2 years of leveraging Jonas Document Management, Sycamore Engineering has been able to eliminate storing paper copies over 2000 accounts payable invoices per month. This has allowed them to free up a 1,000 square foot back storage room, and remodel it to become a new office for project managers and other departments. Their accounting process is now a completely paperless operation, which has saved the business paper and printing costs.

#### Conclusion

As a long-time Jonas partner, Sycamore Engineering realized the full impact Jonas had on their business since revisiting its capabilities in 2015. As their business evolved through the years, Smith and his team were able to find that Jonas grow with their business and offer the functionalities they required to advance their business to the next level. Expanding their use of Jonas to include modules such as FieldTime,

eMobile and EBI have proven to modernize Sycamore Engineering's operations. With FieldTime and eMobile fully implemented, communication between the office and the field has drastically improved. In addition, by adopting Jonas' mobile technology, Sycamore Engineering has been able to eliminate manual labor, reduce overhead costs and increase the efficiency of the business overall.

# FLO-TRON CONTRACTING INC Case Study

FLO-TRON CONTRACTING INC., a leading HVAC company specializing in design, installation, and maintenance of heating, ventilation, air conditioning, and refrigeration systems, faced challenges with their existing construction software, Maxwell. The lack of integration, cumbersome nature, and time-consuming processes prompted Flo-Tron to search for a comprehensive HVAC construction management software solution that addresses their pain points. That's when they discovered Jonas Construction Software.

Before Jonas Construction Software:

1. Inefficient construction accounting software that lacked seamless integration.
2. Inefficient manual processes and cumbersome HVAC project management.
3. Limited reporting capabilities, hindering project management and decision-making.
4. Increased dependency on outside consultants for assistance.

After Jonas Construction Software:

1. Fully integrated and tailored to Flo-Tron Contracting's needs.
2. Streamlined HVAC project management and efficient service billing.
3. Real-time data access and comprehensive reporting capabilities.
4. Reduced dependency on outside consultants, leading to cost savings and a significant reduction in manual processes.

The Challenge: Inefficient Construction Accounting Software and Limited Reporting Capabilities

Kerry Cordell, the Controller at Flo-Tron Contracting, stated, "Maxwell was a lot more cumbersome than what we were dealing with right now. We couldn't do the same kind of reporting. We had to have assistance every time there wasn't a report writer per se."

The system lacked seamless integration, leading to inefficiencies across the company. Additionally, the cumbersome nature of the accounting construction software made it difficult for the team to navigate and use effectively.

## The Solution: Jonas Construction Software's Fully Integrated HVAC Construction Software Solution

Determined to address these issues, Flo-Tron Contracting turned to Jonas Construction Software for a fully integrated, user-friendly HVAC construction software solution that would improve their operational efficiency. Jonas Construction Software offered numerous features tailored to Flo-Tron's needs, such as streamlined HVAC project management, efficient service billing, real-time data access, and comprehensive reporting capabilities.

## A Seamless Transition and Exceptional Support

Flo-Tron experienced a smooth transition to Jonas Construction Software, thanks to the exceptional support provided by the Jonas team. The training process was well-supported, and Flo-Tron was able to learn the software at their own pace. The company now frequently utilizes the test company feature, allowing them to experiment and learn new functionalities without any risk.

## The Impact: Streamlined Processes and Enhanced HVAC Project Management

With Jonas Construction Software, Flo-Tron saw significant improvements in their HVAC operations. Payroll processing time was reduced by 50%, and the time spent on union reporting was drastically decreased. The implementation of eTimesheets allowed employees to log their own hours, further reducing the time spent on payroll tasks.

## Conclusion: A Successful Partnership for Continued Growth

Flo-Tron Contracting's partnership with Jonas Construction Software has revolutionized their HVAC operations, enhanced productivity, and improved communication throughout the company. The fully integrated HVAC construction software solution has allowed them to optimize their service operation, reduce duplicate entries, and speed up service billing. Project managers now utilize Jonas Construction Software for better scheduling and HVAC project management, leading to increased visibility and improved project performance.

REQUEST A DEMO now to see how we can help you with similar challenges.

## About Jonas Construction Software

Jonas Construction Software delivers industry-leading construction accounting software solutions in one integrated ERP system. Our fully-integrated solutions in construction accounting, service management, project management and integrated operations, enable businesses to enhance their operational efficiency and improve bottom line profitability. At Jonas, our mission is to empower service and construction businesses to make informed decisions and have enhanced visibility into business operations and costs by providing them with the most timely and accurate data and reporting.