



Electrical Contractors

Sage Master Builder software takes care of the details—and lets you concentrate on your electrical contracting business.

How many hours each day do you spend handling the fine details of parts, materials, and labor rates—estimating, purchasing, and managing labor? Whether you perform service work, new construction, or both, Sage Master Builder automates the business side of electrical construction, taking these tedious but important chores off your shoulders.

For example, at a glance you can see all the parts and materials you've used during a project, as well as those on back order. And you can easily monitor labor productivity and compare budget-to-actual expenses. With service and inventory integrated with accounting and other management functions, think of the hours you'll save and the efficiency you'll gain.

Take Command of Your Business Like Never Before

Sage Master Builder puts you in command by organizing your business processes into four easy steps—estimating, production, accounting, and analysis—that streamline and integrate construction management workflow. Its assembly-based estimating features, construction-compliant accounting engine, rich production resources, and leading-edge analysis tools can help you:

- Win more profitable bids.
- Finish jobs faster and minimize risks.

- Better manage your money and collect it more quickly.
- Make each new job more profitable than the last.

The Best Power Tool You Can Buy

Designed exclusively for construction, Sage Master Builder combines industry best practices with trade-specific functions in a single, all-inclusive integrated system. For efficiency and accuracy, you enter information only once. Plus, you can configure Sage Master Builder for the way you work and extend your solution with add-on modules and custom applications to meet your unique requirements.

Uncompromising Service Helps You Succeed

Sage Master Builder is delivered with uncompromising service before, during, and after your purchase—to help you get up and running quickly and grow your business profitably. You'll benefit from easy access to:

- Online classes
- Live online seminars
- Excellent technical support
- Customer Knowledgebase
- Product updates, including tax tables, provided with our Product and Support Program

- Our nationwide network of local Business Partners, offering onsite implementation, data conversion, product training, and business consulting services.

Estimating

- **Estimating*** Create fast, accurate plan takeoffs with one of the easiest-to-use, assembly-based estimating systems available. You get complete information—with full material, labor, equipment, and subcontract details—for every part of a project.
- **Proposals** Automatically export your takeoff or budget; then use the built-in custom document formats to produce a professional and complete proposal.
- **Client Tracking** Manage sales leads from first contact to signed contract. Assign salespersons, keep notes, and use the lead source list and client reports to track the effectiveness of advertising and other promotions.

Production

- **Budgets** Verify job costs as you enter them. Budget integrates with Work in Progress, bonding, job status, and several reports that facilitate cost comparisons.
- **Job Cost** Post current job costs from General Ledger, Accounts Payable, Accounts Receivable, Payroll, Equipment, Service Receivables/Inventory*, and a stand-alone Job Cost entry window. Use the built-in reports or create your own.

- **Scheduling** Allocate resources and schedule updates quickly and efficiently with the Scheduling feature's easy-to-use Critical Path Management (CPM) tool.
- **Purchase Orders** Generate purchase orders from your completed estimates. Get the right materials to the right job at the right time thanks to integration with Scheduling. Simplify accounts payable and avoid overpayments.
- **Change Orders** Update your contract, budget, and subcontracts in just one step. Because you can approve each part of the change independently, you can still negotiate subcontracts after approval of the prime contract.
- **Document Control** Don't lose track of important documents. Gain easy access to correspondence and accurate project plans, hot lists, punch-list items, and daily field reports.

Accounting

- **General Ledger** The backbone of the accounting system, the General Ledger draws information from Accounts Receivable, Accounts Payable, Payroll, Service Receivables/Inventory*, and all other accounting functions.
- **Accounts Receivable** Utilize as a marketing, sales contact, and document management tool, as well as for managing receivable accounts.
- **Billing: Progress Billing** Calculate percentage-of-completion line item billing and print on the AIA G702 and G703 formats—or create your own customized billing.
- **Billing: Time and Materials** Use accrued job costs for a project as the basis for billing. Meet unique time and materials billing requirements with flexible markups—a must for contractors who perform time and materials work.

- **Accounts Payable** Enter a purchase order number to complete your entire invoice entry in one step. Compare invoices to purchase orders, preventing over-pricing or over-delivery. Fully integrates with Purchase Orders, Subcontracts, Job Cost, and Service Receivables/Inventory*.
- **Payroll** Manage payments for prevailing wage, union benefits, qualified benefit plan, and more. All payroll is calculated automatically.
- **Service Receivables/Inventory*** Automate service contracts, routes, dispatching, on-call work orders, quotes, and point-of-sale and billing-of-service work and materials. Also manage your complete inventory. This module fully integrates with Estimating, Purchase Orders, Accounts Payable, and Job Cost.

- Needs construction-specific payroll.
- Gets caught short of needed materials at critical times.
- Has trouble managing purchasing and inventory.
- Takes too long to generate detailed estimates and proposals.
- Can't easily track money owed by contractor per job.
- Would benefit from integrating service, inventory, and new construction functions.

* Add-on Module

Analysis

- **Financial Review** Easily generate graphs of trends and ratios to identify and analyze your company's finances.
- **Reporting** Choose from more than 1,000 professionally designed reports with easy-to-enter selection criteria, or let Report Writer help you create your own.
- **Job Cost Analysis** Easily research expenses using job costs that are maintained in full detail throughout the entire project. Take advantage of job costs when reporting labor hours and equipment time.

Choose a Sage Master Builder Solution If Your Business:

- Can't gauge crew productivity because of inaccurate or incomplete job cost reporting.
- Needs better job cost reports.
- Doesn't efficiently track and schedule employees dispatched for service work.



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