Narron Construction: Road to Success Paved With Sage MAS 90

Debbie Narron runs a woman-owned business in a predominantly male industry: road building. Her company, Narron Construction, has been paving roads, sidewalks, and parking lots in North Carolina since 1990, and keeps six crews busy throughout the Greater Raleigh-Durham area. Van Narron, her husband, and Michael Vaught supervise activities and are the main estimators, while Debbie manages the business from headquarters.

Narron Construction has built its reputation on honesty and going the extra mile to do a job right. Showcase projects include all streetwork at Parker Lincoln Building, one of Raleigh's most prestigious developments, and sidewalks in historic Wilson, North Carolina, home to the East Coast's largest antique market.

Peachtree by Sage served Narron Construction well as its accounting package during their start-up years. But with growth came the need for more complex cost-assessment capabilities. On the advice of its trusted CPA firm, Narron upgraded to Sage MAS 90 and implemented the Job Cost module.

Tracking Performance to Bid

The Sage MAS 90 Job Cost module was developed for contractors, engineers, architects, and subcontractors who need to monitor profitability on a project-by-project basis. Job Cost integrates seamlessly with all other Sage MAS 90 modules. Cost information is entered once, and automatically flows to and from the Accounts Payable, Accounts Receivable, Payroll, and General Ledger modules. This has helped Narron Construction to streamline data entry tasks and ensure greater accuracy throughout the company.

"With the Job Cost module, we charge the right amount to each job, and know where we stand with performance-to-bid at all times," says Tammy Wall, office manager at Narron Construction. "We do projects on fixed bids, so it's essential that we have up-to-date information on individual project costs. With reliable data at our fingertips, we can work smarter and make speedy changes while work is still in progress to maintain profitability."

Customer:

Narron Construction

Industry:

Road construction

Location:

Middlesex, North Carolina

Number of Locations: Two

Number of Employees: 35

System:

Sage MAS 90

- Accounts Payable
- Accounts Receivable
- Bank Reconciliation
- General Ledger
- Job Cost
- Payroll
- TimeCard

CHALLENGE

Find a way to automate tracking of job cost data, for better analysis of time and material charges per project.

SOLUTION

Sage MAS 90 with a full complement of modules, including Job Cost, Payroll, and TimeCard.

RESULTS

Advanced strategic insights, providing improved bidding abilities, better project management, and enhanced profitability.

Flexible Reporting Features

Wall likes being able to view Job Cost data in a variety of ways. "We can break out items by labor, materials, subcontractor, vendor, or even maintenance costs on individual pieces of equipment," she explains. "This gives us a snapshot of everything, either by project or by expense category. This helps us constantly improve. We know what we ought to do differently next time, and can estimate future jobs more accurately."

Narron's supervisors turn in daily time sheets. Each employee's hours are then entered into the Sage MAS 90 TimeCard module, which automatically delivers data every day to Job Cost. Wage information is delivered to the Payroll module once a week. This allows jobs to reflect up-to-the minute labor costs while ensuring that the Payroll module has the information it needs just in time for payday.

Tickets for non-labor expenses are first put into a spreadsheet. When a bill is received, expenses are transferred to Job Cost for project posting.

After a brief learning curve, Sage MAS 90 has proven to be easy to use. "Not only is data simple to enter, but it's also simple to locate again and update when necessary," Wall says. "I can look up items anywhere in the system in seconds. If a vendor claims that we are overdue on a bill, for example, I can just click on Sage MAS 90 and determine whether we received an invoice and when it was paid. This saves me so much time, and makes my workload a lot easier."

Wall says that Sage MAS 90 and Job Cost provided everything Narron Construction needed—and more. "I'd hate being forced to use anything else," she notes. "It's hard to imagine any other application working better than our current system does now."

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