CUSTOMER SUCCESS

Peachtree by Sage Complete Accounting Moves In With Sidden Homes

Siddco, Inc., doing business as Sidden Homes, is a premier residential home builder. The company is owned by a third-generation builder whose son recently joined the company extending the dynasty to a fourth generation. Sidden Homes prides itself on its personalized service, generous warranty packages, and high-quality work. Sidden Homes uses Peachtree by Sage Complete Accounting, allowing it to spend less time on accounting tasks—and more time building.

Time for a Remodel

The company had been using a construction-industry software package that Sybille Sidden, vice president of the company, says was simply not a good fit. "The software drove me nuts," she says. "It was so difficult to understand and use that I had to call support for every little question. As a result, we were paying enormous support fees each month."

Build a Business Solution

Sidden's son introduced her to a local computer consultant who looked at the current software and confirmed Sidden's suspicions. "He thought it was terrible too," she says. The consultant recommended that Sidden Homes evaluate Peachtree Complete Accounting. Sidden next spoke to a colleague at another company, also a residential builder, and learned they also used Peachtree. "This company highly recommended it too. Those two recommendations were enough for me," she says. "They even lent me their in-house expert for a few days to help us get the Peachtree Complete Accounting set up and running."

There was an immediate and dramatic change. "I feel smart now," Sidden says. "Peachtree Complete Accounting is easy to understand, and when I do call Sage Software for support I get polite, friendly, expert advice."

Your Flexible Job Costing Tool

Sidden Homes needs to track labor, material, subcontractors, and overhead associated with each of its jobs—and Peachtree Complete Accounting is up to the task. Estimates are created in the software for each job, broken down to the phase level, the cost code level, and then down to a particular type of cost such as labor or overhead. "We can see in which categories we are over budget, which are approaching their budgeted amount, and in which we are under or close to budget," Sidden says.

Customer:

Siddco, Inc. dba Sidden Homes

Industry:

Residential Construction

Location:

Winston-Salem, North Carolina

Number of Locations: 1

Number of Employees: 4

System:

Peachtree by Sage Complete Accounting

Peachtree Simple Payroll

CHALLENGE

The company's old construction-industry software was difficult to use which resulted in high support costs.

SOLUTION

Peachtree by Sage Complete Accounting is easy-to-use and it includes the job costing functionality Sidden Homes requires.

RESULTS

Without Peachtree Complete Accounting, Sidden Homes would have to hire two additional support staff. In-house payroll with Peachtree is easy and labor costs are applied to the company's jobs.

Most of the company's projects are fixed price contracts where the customer receives an allowance for each category such as plumbing and lighting fixtures. Using Peachtree Complete Accounting, Sidden can provide the customer with up-to-date figures in each of those categories which aids the customer as they shop for fixtures.

Profit margins in the building industry can be tight, so it is imperative that Sidden Homes closely monitor its job expenses. With Peachtree Complete Accounting, it is easy for Sidden to determine which jobs are more profitable by comparing all job expenses versus revenue.

In construction, change is inevitable, and Peachtree Complete Accounting offers Sidden Homes the flexibility to change the assigned job numbers, phase and cost codes at any time. This allows Sidden to make changes to better suit the business needs without having to start over.

Streamline Payroll Processing

Payroll is performed weekly, using Peachtree Simple Payroll. "Peachtree has the best payroll option for us because of its integration and the control it allows us of keeping payroll processing in house," Sidden says. "It's very easy and we're able to apply an employee's time to a job and a phase of the job which is very important for tracking our profitability."

Gain Face Time

The ease-of-use and efficiency gained by implementing Peachtree Complete Accounting has cut the amount of time Sidden spends on accounting tasks. "Now I can do it all in much less time than before. If I didn't have Peachtree Complete Accounting, we would have had to hire two additional people to help in the office."

Sidden can analyze and forecast the company's cash flow, and quickly determine whether or not the company will have enough cash to meet current and upcoming financial obligations. In the old software this function was cumbersome and time consuming.

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Sidden is using the time she is saving to give the company's customers the great service they deserve. "Peachtree Complete Accounting has freed up my time—I can spend the extra time to make sure we have satisfied customers."

Some of that time will also be spent expanding her knowledge of the software. "I know that Peachtree Complete Accounting has capabilities far beyond what we are using," Sidden says. "I'm making it a goal to explore the software further and expand its use within the company."

She concludes, "Peachtree Complete Accounting allows me to manage the company's accounting tasks in less time with less staff. I absolutely love it and recommend it all the time."

If you would like to learn more about Peachtree by Sage, please visit www.peachtree.com or call 1-877-495-9904 to speak with a product specialist today.

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