

**CUSTOMER**

Paul A. Nickle Inc.

INDUSTRY

Electrical Contracting

LOCATION

Newark, Delaware

SYSTEM

Sage Timberline Office

ABOUT SAGE SOFTWARE

Sage Software has been responding to the needs, challenges, and dreams of small and mid-sized businesses for over 25 years. With a complete range of business management solutions and services, Sage Software helps companies improve customer relationships, reduce costs, and automate and integrate a variety of operational activities. Its solutions support the specialty needs of a broad scope of industry segments, including manufacturing, distribution, construction, real estate, nonprofit, and professional services.

*Your business in mind.*

Electrical contractor Paul A. Nickle banks on Payroll

As soon as Delaware-based Paul A. Nickle Inc. found that he was able to cut the amount of time it took for payroll by more than half, the electrical contractor knew Accounting, a Sage Timberline Office application, was what he was looking for.

"I can do a complete payroll for 80 employees in about two hours, which is about the same amount of time it was taking me to do payroll in our old DOS-based system—but for only 15 to 20 employees," says Debbie Dignan, corporate secretary-treasurer.

Speeding up payroll

Dignan also appreciates the ability to do a single entry rather than multiple ones when an employee does different tasks on certified jobs. "Now I can put the employee in, put the job number in and then break it out over the different days of the week so that it'll print out on the certified payroll report. It's basically like one entry for me," she says.

Dignan explains that Job Cost, another Sage Timberline Office application, forced the company to be more organized in its record keeping, which has had its benefits. "In the past, electrical work was electrical work, but now we actually use cost codes for the job costing system," Dignan says.

The software helps them to be more organized about the type of work that's being done in the field and how it's being entered into the computer. And it's made a difference, she says.

"Now the project managers have a better handle on how the project is going," she says.

Dignan says she has recommended Accounting to other specialty contractors, particularly those looking for good job cost software. Most of those contractors had been doing their job costing manually, and Dignan says Sage Timberline Office can make a world of difference.

"Everything is streamlined when you go from a manual system to Sage Timberline Office," she says. "At the very least, it cuts the work load in half."

Support for smooth implementation

Dignan says she was also impressed with the amount of help her company got in getting the software set up and configured to work specifically for them.

"It wasn't simply, 'Here it is, you figure it out and make it work.' It was several weeks of having someone here helping us set up everything from Job Cost to Payroll. They were also here to make sure when we started using it that everything was going fine," Dignan says.