CASE STUDY
BBL Construction Services

CLIENT: BBL

CHALLENGE: BBL Construction Services wanted to merge their project management and accounting processes. The company prioritized the adoption of technology in order to successfully execute the major building projects they're contracted to deliver. They turned to Procore and its Sage 300 CRE Connector for a cutting-edge solution to their project management and accounting challenges.

SOLUTION: Procore's cost effective software saved the Albany-based company time and money each day on data entry reports, daily logs, RFIs, and submittals. All of BBL's important company documents are stored within Procore, eliminating the need for manual backups.

PROCORE

Ranked among the top contractors in the U.S., BBL Construction Services is an industry leading construction firm, offering a complete scope of services both locally and nationally for clients across a wide variety of markets.

SAGE 300 CRE CONNECTOR: A MARRIAGE OF CONVENIENCE

"We use Procore on every job now and it has been an absolute game changer," said Eric Weatherwax, Project Manager at BBL. Eric began using Procore two years ago and testifies that it has been a revelation for both the business and him personally.

"I'm a project manager by trade, but I recently took on the responsibility of overseeing and directing our efforts to advance our technology platform. In my role, it's hugely helpful to have such a user-friendly tool that everybody within the business actually wants to use and is enthusiastic about. In this business you can spend a lot of energy trying to get colleagues to embrace new technology, so it's a welcome change of pace when that happens naturally!"

Eric recalled an encounter with a particularly stubborn superintendent who he thought would complain about the new software's drawbacks. "I couldn't believe it! He was positively beaming and waxing lyrical!"

COLLABORATIVE AND MOBILE

Eric singles out Procore's ability to create a more collaborative environment within the business as one of its greatest benefits. "Traditionally, we would have multiple interacting job roles all using their own personalized system––superintendents, architects, project managers, and accountants all on different systems. It wasn't exactly fertile ground for collaboration. Now we're all on the same system, so interacting and working together on any given job is vastly easier."

As well as the collaboration benefits, BBL has seen big improvements thanks to the use of the mobile app. "We have been able to greatly reduce cost and waste because we no longer need to send lengthy documents, drawings, and plans out to the field. It's all right there on the superintendent's iPad."

BBL, and Eric specifically, were one of the many satisfied customers that flagged a huge opportunity to Procore. The company, like many other construction firms, was struggling with the lack of integration between project management processes and accounting. "Previously we used a homegrown solution to connect our project management to accounting, but it left a lot to be desired," confessed Eric.

The company had been using Sage 300 Construction & Real Estate (CRE) for over a decade, but having excellent accounting software alongside excellent project management software left them yearning for a closer integration between the two.
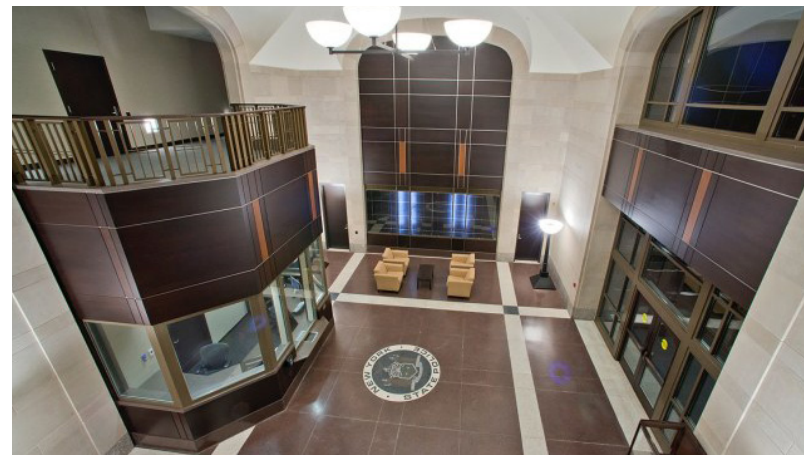
"It was an enormous headache to have to enter contracts, change orders, and POs in two separate places. That duplicate entry felt like wasted effort and resources and doubled the risk of human error that can lead to great losses."

Eric was delighted when Procore approached him and let him know they would be developing a connector to make Procore the only comprehensive cloud-based project management application integrated with Sage 300 CRE.

Procore is the only project management suite that seamlessly synchronizes accounting data with Sage 300 CRE, eliminating the need to manually enter data into multiple systems and giving teams the power to accurately forecast and monitor project health from the field.

"With duplicate entry, one of the two systems is receiving the data at a different time––perhaps four hours apart, perhaps even longer. Yet projections and decisions relating to the job are happening continually throughout the day, so there's a huge possibility for error and confusion."

Eric and BBL are glad to see the days of painstaking dual entry in the rear view mirror.
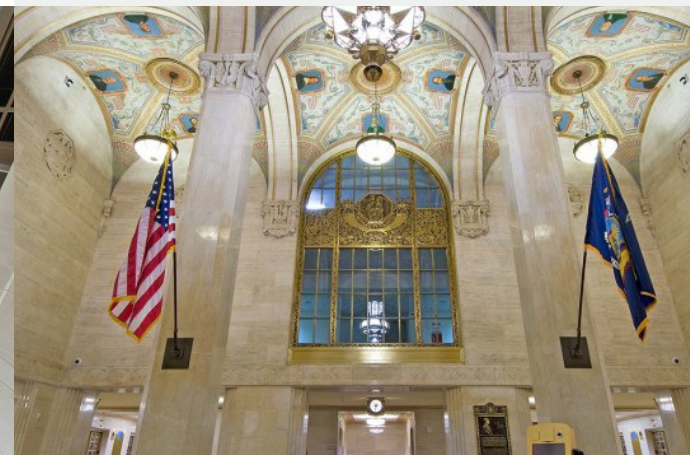
ACCURATE PROJECTIONS

Along with the accuracy benefits of syncing data entry between Sage and Procore, BBL feels they have gained a competitive edge as an early adopter thanks to the significant advances of real time forecasting that the integration allows.

"We've been able to cut costs substantially thanks to real time forecasting," Eric explained. "We can derive a much greater understanding of what resources we need for each stage of a job as the requirements fluctuate. That means saving on unnecessary labor costs and other significant on-site overhead."

Accurate cost data that automatically feeds into Procore's cost management tool gives Eric and other project managers at BBL control over project budgets, allowing them to accurately forecast project costs with better insight into the financial impact of a project.

The Procore Sage 300 CRE Connector gives project managers one-click access to the latest financial data for full and accurate management of a project's financial details. At the same time, it gives the accounting team the peace of mind to retain full control over data that is entered into Sage 300 CRE.

COMPLETING THE PUZZLE

"The only thing that was on our wish list for improving Procore was a close integration with Sage and I think the team has delivered in spades."

While far from boastful, Eric feels like his own team's contributions are a part of that success. "Full credit to the Procore team! They brought us in early on during the development phase and worked exceptionally close with us. The Procore team listened well and I think all users will benefit from the collaborative approach they took to building this integration."

According to Eric, the Connector has also served as a peacekeeper. "Project Managers can now act independently from accounting when forecasting and planning, yet the accounting team retains full control over Sage 300 CRE. That's the ideal outcome for avoiding World War III in the office."

We have been able to greatly reduce cost and waste because we no longer need to send lengthy documents, drawings, and plans out to the field. It's all right there on the superintendent's iPad.

Eric Weatherwax
Project Manager

Everything on One Powerful Platform.

Procore offers the most comprehensive construction platform, combining drawing, financial and quality management into one application. We've put the power of complete construction management into your hands with a mobile solution that keeps everyone in sync. Build collaboration from bidding to closeout with unlimited users, implementation assistance, online training, and unmatched customer support.

Let your drawings take the lead, while efficiency, productivity, and faster building times follow.

SCHEDULE

PHOTOS

TRANSMITTALS

CHANGE ORDERS

ADMIN/SETTINGS

DRAWINGS

COMMITMENTS

REPORTS

INSPECTIONS

DOCUMENTS

EMAILS

DAILY LOG

PUNCH LIST

DIRECTORY

BIDDING

SUBMITTALS

PRIME CONTRACT

BUDGET

RFIs

MEETINGS