

# **Alliance Solutions Group (ASG) & Sage Software**

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Partnering with Customers for Growth and Profitability

- Founded in 2005
- Partners working with Timberline Software since 1983.
- #1 Sage Construction & Real Estate (CRE) partner
- Over 4,000 Active Customers
- Profitable, Stable Growth
- 80+ Training and Support Resources
- 7 Office Locations – Tampa, Miami & Jacksonville FL, San Antonio & Houston TX, Manhattan Beach & Concord CA.
- Custom Application Development
- Healthcare Division



## Software Offerings

- Sage Master Builder
- Sage Timberline Office
- Sage Timberline Enterprise

As well as

- PMWeb, OnCenter Software, PlanSwift, Property Management, Argus Enterprise ...



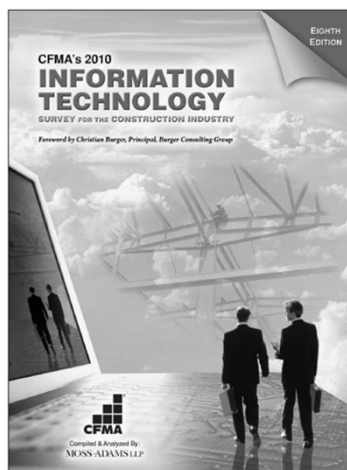
## Construction Real Estate (CRE)

- **Master Builder, Timberline Office and Timberline Enterprise all offer:**
  - Accounting
  - Job Cost
  - Estimating
  - Project Management
  - Service Management
  - Digital Imaging (Electronic Document Storage)
  - Alerting systems
  - Business Process Management
  - BIM (Building Information Modeling - Timberline only)
  - Property Management – (Timberline Office Only)



## Construction Real Estate (CRE)

- 3<sup>rd</sup> largest provider of business management solutions to small, mid-sized businesses worldwide
- 13,000 employees worldwide; over 4,000 in North America
- Construction & Real Estate unit founded in 1971 – 40 years in the industry
- Market leading solutions for construction accounting & operations
  - Sage Timberline Office - #1 mid-tier solution for last 12 yrs
  - Sage Master Builder - #2 mid-tier solution by # of users
  - Over 30,000 active customers
- 40+ Business Partners, 350 certified consultants
- 45+ Development Partners



## CFMA 2010 IT Survey

- 8,500 Members in CFMA
- Companies are leaders in their industry
- Company of size to warrant a controller or CFO
- Local chapters throughout the US
- [www.cfma.org](http://www.cfma.org)



## Accounting/Job Cost

**Job Costing/Accounting/Payroll Software Choice by Type:** Sage Timberline Office continues to be the most commonly employed software in this category at 24%. This application is used by 37% of General Contractors and 21% of Specialty Contractors. Dexter + Chaney's Spectrum Construction Software and Viewpoint Construction Software were the next most widely used by Specialty Contractors at 10% each.

**Choice of Job Costing/Accounting/Payroll Software by Type**

	Overall	General	Heavy & Highway	Specialty Trade	Other
Sage Master Builder (Sage Software)	5%	6%	2%	6%	5%
Sage Timberline Office (Sage Software)	24%	37%	8%	21%	14%



# Project Management

**Project Management Software Choice by Type:** Overall, Sage Timberline Office retained its 16% share. Other applications used by multiple contractors included Viewpoint (11%), Prolog (8%), and Primavera Contract Management (6%). While all contractor types used a number of software applications not listed here, Specialty and Other Contractors were most likely to do so.

	Overall	General	Heavy & Highway	Specialty Trade	Other
Sage Master Builder (Sage Software)	3%	2%	2%	4%	5%
Sage Timberline Office (Sage Software)	16%	27%	2%	14%	10%



# Estimating

**Estimating Software Choice by Type:** Seventeen percent of respondents use Sage Timberline Office for estimating and 14% use Microsoft Excel. There were no other significant "leaders" as 19% of respondents indicated they use an application other than one of those listed.

Choice of Estimating Software by Type

	Overall	General	Heavy & Highway	Specialty Trade	Other
Sage Master Builder (Sage Software)	2%	2%	2%	1%	-
Sage Timberline Office (Sage Software)	17%	35%	3%	4%	14%



## Sage Master Builder

- 1 - 50 users
  - Most are < 15 users
- 1 - 50 Million per year
  - Most are 2 - 25 million per year
- 1 user system with support and implementation help is less than \$5,000
- 3 user system is less than \$10,000

## Sage Timberline Office

- 3 - 200 users
  - Most are < 50 users
- 5 - 500 Million per year
  - Most are 20 - 250 million per year
- 5 user system with support is less than \$20,000
- 15 user system with support is less than \$40,000

## Sage Timberline Enterprise

- Newest offering
- State of the Art – Specialty & Service Contractors
- 5 - 300 users
  - Most are < 50 users
- 10 - 750 Million per year
  - Most are 20 - 250 million per year
- 5 user system with support is less than \$30,000
- 20 user system with support is less than \$80,000

## Advantages of Sage & ASG

- Construction Specific software
- Local sales and consultants
- True accounting systems
- Processes and reports specific to your clients needs
  - Construction Financials
  - WIP and Bonding Reports
- Alerts

# Bonding Reports



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## Bonding Report

05/27/11

Bonding Report

Job 2 to 5, Period = 1

Job#	Current Contract	Current Budget	Estimate Profit	Cost to Date	% Budget	Profit to Date	Earned to Date	Billed to Date	Under Billing	Cost to Complete	Remain Contract
2 - Rechart Residential (GC Res) *	285,616.37	226,461.75	59,154.62	40,114.71	17.71	10,476.28	50,582.66	46,903.26	3,679.40	186,347.04	238,713.11
3 - 14 1st Street (GC Comm) *	342,154.35	284,007.83	58,146.52	40,110.15	14.12	8,210.29	48,312.19	53,882.50	-5,570.31	243,897.68	288,271.85
4 - Angelo's (GC Comm) *	457,599.22	389,114.96	68,484.26	21,316.75	5.48	3,752.94	25,076.44		25,076.44	367,798.21	457,599.22
5 - Highway 39 (Gen Engineering) *	848,960.40	615,180.49	233,779.91	45,223.65	7.35	17,182.82	62,398.59	59,612.00	2,786.59	569,956.84	789,348.40
	1,934,330.34	1,514,765.03	419,565.31	146,765.26		39,622.33	186,369.88	160,397.76	25,972.12	1,367,999.77	1,773,932.58



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## Over/Under Billings

05/27/11

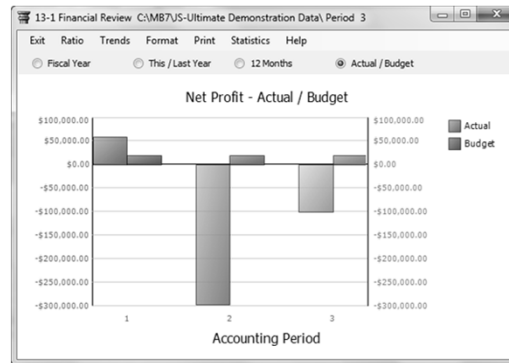
Over/Under Billings

Period = 12

Job#	Costs	/	Budget	=	% X	Contract	=	Earned	-	Billed	=	Over/Under
1 - Template												
2 - Rechart Residential (GC Res) *	42,514.54		226,461.75		18.77	285,616.37		53,610.19		46,903.26		6,706.93
3 - 14 1st Street (GC Comm) *	40,110.15		284,007.83		14.12	342,154.35		48,312.19		53,882.50		-5,370.31
4 - Angelo's (GC Comm) *	51,598.21		389,114.96		13.36	457,599.22		61,135.25		61,135.25		0.00

# Financials

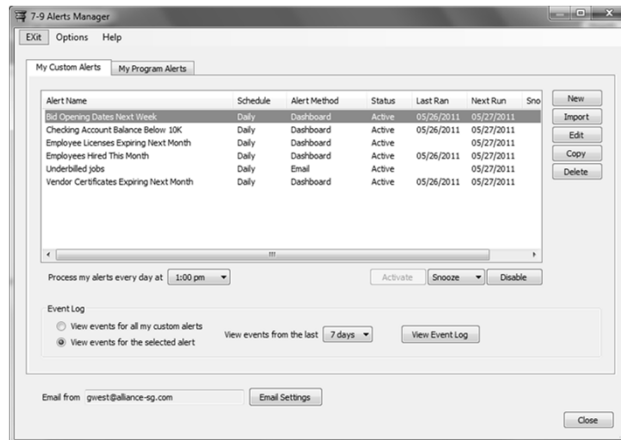
- Full financials to paper, PDF or MS Excel
- Provide Trend Analysis
- Ratios





# Alerts

- User defined alerts (time, delivery, criteria)
- Financial, Project, Accounting, Surety



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