

MAS 90

CUSTOMER

Alton E. Sullivan
Construction

CORPORATE PROFILE

Headquarters

Albany, Oregon

Type of Business

Construction

Number of Locations

One

Number of Employees

25

Size

\$2 million

SYSTEM PROFILE

Computer System

Microsoft Windows

Users on System: 3

MAS 90 Modules in Operation

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

Sullivan Construction Paves Road to Profits with MAS 90

People walk all over Alton E. Sullivan Construction. Or rather, they walk, drive and park all over Sullivan's projects, which include the Hewlett-Packard campus in Corvallis and roads, large building pads and subdivisions around Albany and Oregon's mid-Willamette Valley.

Sullivan handled its accounts on DacEasy during its early years, until growth prompted a search for a mid-sized package. The company selected MAS 90 for its powerful Job Cost and TimeCard modules.

"Sullivan Construction had been trying to allocate job costs on spreadsheets for years, and it was very time-consuming," says Tom Zerkel, office manager. "TimeCard data was being done on paper. It was especially difficult to prepare reports on public projects, where prevailing wage information must be carefully tracked for the prime contractor. So Sullivan migrated to MAS 90, and then hired me because I had experience on the system in a former position."



Smart Management with Job Cost

Zerkel was responsible for maximizing Sullivan's investment in MAS 90. The new system worked so well that he selected it to run A.J. Crushing, Inc., a sister company where Sullivan's owner is a partner. He has plans to use it for Sullivan's rental subsidiary, too.

"The Job Cost module alone has justified switching to MAS 90," Zerkel says. "Expenses are posted to specific jobs the moment they're entered into accounts payable. We can run a report at any time to check for profitability. The

CHALLENGE

Tracking job cost information on spreadsheets was time-consuming; reporting requirements hampered ability to do federal agency work; complex wage structure was difficult to manage; profits were almost impossible to calculate.

SOLUTION

MAS 90 with Job Cost, TimeCard and financial modules for both construction company and sister rock-crushing firm.

RESULTS

Eliminated the workload of almost one full-time position in data entry; bank reconciliation that took one day now is done in an hour and a half; receivables are more current, improving cash flow; accounting time for sister company cut in half.

“MAS 90 reduced the administrative workload at Sullivan Construction by at least 40 hours a week. It cut the time we spent on one of our company’s accounts by half. And it freed up additional hours that we devote to improved management — ensuring that we run the business as smoothly as possible.”

Tom Zerkel
Office Manager
Sullivan Construction, Inc.

long-term benefit is that we are now much better at estimating labor costs, which represent our biggest expense, and can therefore bid with greater accuracy on future jobs.”

Zerkel gives the example of a supervisor who tended to underbid labor projections. When employees then had to work extra hours to get the jobs done on time, their overtime salaries ate up considerable amounts of profit. Job Cost pointed out differences between estimated and actual labor costs, and this allowed the supervisor to be more accurate in the future.

TimeCard Handles Tricky Tasks

MAS 90’s TimeCard module has transformed the company’s ability to handle public and private projects simultaneously. “Jobs that fall under the Bureau of Labor and Industry (L&I) require that we use a different wage structure,” Zerkel explains. “The net effect is that laborers get paid different amounts, depending on the project they’re assigned to do.

“We might have five jobs going at a time, but only one will fall under L&I reporting requirements,” he continues. “Crew members might work half a day on one and four days on another, creating an accounting nightmare. Fortunately, the TimeCard module takes care of everything behind the scenes. I don’t think we could

even do such complex wage calculations without MAS 90 and TimeCard.”

Reconciling bank statements used to take an entire day at Sullivan Construction. With MAS 90, the task requires a little over an hour. “Part of the added efficiency comes from the Bank Reconciliation module itself,” says Zerkel. “Part comes from the fact that MAS 90 is integrated from end to end. Once data is input accurately, you can trust the integrity of your numbers throughout the system, and not waste time fixing mistakes.”

Having MAS 90 in place has virtually eliminated Sullivan Construction’s overdue accounts receivables. “Before we had the new system, accounts sometimes sat for a year or more before we noticed them and targeted them for collection,” Zerkel says. “With MAS 90, we run aged invoice reports on a regular basis and contact customers before the situation gets out of hand.”

Zerkel has seen efficiencies soar throughout the company. “MAS 90 reduced the administrative workload at Sullivan Construction by nearly 40 hours a week. It cut the time we spent on one of our company’s accounts by half. And it freed up additional hours that we devote to improved management — ensuring that we run the business as smoothly as possible.”



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