



Construction Company Remodels Business Finances

By taking out the guesswork in estimating, QuickBooks and ProEst by CMS help Colonial Construction build a stable, successful business.

AT A GLANCE:

- COMPANY:** Colonial Construction
- LOCATION:** Baldwin, NY
- INDUSTRY:** Construction
- BUSINESS CHALLENGE:**
Colonial Construction needed better control over its business finances. To keep the business afloat, the company needed a way to accurately estimate job costs and create invoices based on those estimates.
- SOLUTION:**
QuickBooks: Pro 2005 and CMS ProEst

ProEst

- BUSINESS BENEFITS:**
Together QuickBooks and CMS ProEst allow Colonial Construction to:
 - Estimate job costs of each customer project
 - Create invoices based on job cost estimates
 - Save one hour each week of data-entry time
 - Track company costs and expenses according to projected revenue

“Tracking costs and providing customers with accurate estimates has allowed us to maintain and attract new customers.”

John Graves
Vice President, Colonial Construction



Business Challenge

Colonial Construction was on the brink of disaster. What had started out as a small business with loads of potential was facing financial ruin as expenses were exceeding revenue on a monthly basis.

“We had to turn the company around or admit defeat,” says John Graves, vice president of Colonial Construction. Before giving up their dream, Graves and his partner signed up for business courses and computerized Colonial Construction. By adding back-office support, such as ProEst estimating and QuickBooks accounting software, the team eliminated some manual tasks and gained a better understanding of costs and earnings, as well as overall business activity.

Joining the computer generation was key to Colonial Construction’s success. In less than two years from initiating these changes, the company’s management team moved the business from the red to the black.

Solution Overview

ProEst, construction estimating software from Construction Management Software (CMS), was a major factor in Colonial Construction’s turnaround. Graves relies on the software to create estimates and invoices for every customer job.

In 2004 Colonial Construction began using the integrated solution of QuickBooks: Pro and ProEst. Adding an interface that allows the two applications to exchange data has saved Graves and his accounting group hours of time each month. Now Colonial Construction enters vendor list and customer list data in one system rather than duplicating data entry in both QuickBooks and ProEst.

“All our pricing is entered into ProEst,” explains Graves. “Each two-by-four board and every phase of our work is entered in the ProEst database. We do estimates, work orders, and contracts from ProEst, and they are customized to suit our customers’ needs.”



Business Benefits

Since adding ProEst, Colonial Construction has flourished, and happy customers have shared their good experiences with Colonial Construction with friends and family. "Tracking costs and providing customers with accurate estimates has allowed us to maintain and attract new customers," says Graves. "Our customers appreciate that we are organized, fair, and provide detailed information in our contracts and proposals."

Almost two decades after the company's resurgence, Colonial Construction manages approximately 50 home remodeling projects each year. These projects range from \$5,000 to \$300,000 a job. ProEst and QuickBooks help the construction company support its steady increase in revenue and growing customer base.

With the interface between ProEst and QuickBooks, Graves can automatically create an estimate in QuickBooks; add ProEst Items to the QuickBooks Items list; and import QuickBooks Chart of Accounts, QuickBooks Customers, and QuickBooks Vendors into ProEst.

All these functions save hours of duplicate entry so that Colonial Construction never enters data twice. "Entering data twice was a waste of time," says Graves. "We save about an hour each week with the new interface for QuickBooks and ProEst."

With 18 years of using ProEst and working with CMS, Colonial Software has seen the application improve with each new version. When Graves offered suggestions for improvements, CMS responded; and when Graves needed customized functions or reports for his customers, CMS delivered the goods.

"CMS has been a great partner in helping our company stay successful," says Graves.

"Entering data twice was a waste of time. We save about an hour each week with the new interface for QuickBooks and ProEst."

John Graves
Vice President, Colonial Construction

FOR MORE INFORMATION VISIT:

QuickBooks

www.QuickBooks.com

CMS

www.ProEst.com

Intuit Developer Network

Developer.intuit.com

Intuit Solutions Marketplace

Marketplace.intuit.com

© 2005 Intuit Inc. All rights reserved.

Intuit, the Intuit logo, QuickBooks, and QuickBooks Pro are registered trademarks of Intuit Inc., or one of its subsidiaries, in the United States and other countries.

QuickBooks.com is a trademark or service mark of Intuit Inc., or one of its subsidiaries, in the United States and other countries. These case studies represent the individual experiences of these customers. Intuit does not guarantee that results will apply to all customers.

