



## Granite Ridge Builders And Benedettini Cabinetry

### Construction

#### AT A GLANCE:

**>> Companies:**  
Benedettini Cabinetry and  
Granite Ridge Builders

**>> Location:**  
Texas and Indiana

**>> Industry:**  
Construction

**>> Business Challenge:**  
Eliminate lost, misplaced  
and error-filled accounting  
documents that cost small  
enterprises, lower profits  
and can stall new business  
ventures

**>> Solution:**  
Deploy Cabinet NG's  
CNG-Books and Intuit's  
QuickBooks Enterprise

**>> Results:**

- Stop duplicate vendor payments
- Access documents anytime, anywhere, easily and securely
- Achieve a paperless office

### *Two custom construction businesses discover QuickBooks Enterprise and CNG-Books are better together*

Small to medium businesses (SMBs) face unique challenges in building their organizations. This is especially true in the construction industry. Cabinet NG's CNG-Books electronic document management system for Intuit's QuickBooks® is giving two custom construction firms the ability to replace paper piles with automated electronic workflows that streamline accounting tasks.

**"The time and cost saving benefits of Cabinet NG were staggering, and enabled us to carry through on a new business strategy."**

Ken Alexander, VP of Operations Benedettini Cabinetry

Granite Ridge Builders, one of the largest home builders in Fort Wayne, Indiana shares several things with Benedettini Cabinetry, a \$20 million cabinet manufacturer in Texas. Both firms use QuickBooks with Cabinet NG's CNG-Books to unite QuickBooks Enterprise transactions with business documents to make filing, locating and sharing documents simple, seamless and secure.

CNG-Books is part of Cabinet NG's CNG-SAFE (Shared Access Filing Environment), the preeminent automated document management and workflow solution for SMBs. CNG-Books effortlessly consolidates QuickBooks accounting data and associated business documents to eliminate misplaced and lost documents.

Granite Ridge Builders and Benedettini Cabinetry discovered that QuickBooks and CNG-Books together give them document management and workflow capabilities previously only afforded to large enterprises.

#### **Business Challenge**

Builders like Granite Ridge and Benedettini produce mountains of paper, consisting of detailed and constantly changing project files, material orders from multiple vendors and customer credit data, in addition to the accounts payable and receivable information all businesses generate. Document management is challenging under any circumstances; however, when SMBs want to reduce business overhead or enter new lines of business, the paper habit can have serious side effects, including choking growth and squeezing profits.

For example, Benedettini Cabinetry found its laborious and error-prone manual paper document management process unable to support its growth into new markets. The custom cabinet maker had ambitious plans to move into the distribution marketplace. This strategic growth move would have been seriously hampered without a move into digital document management.

Benedettini needed to ensure its remote sales people could perform data entry and document filing for its QuickBooks accounting system from remote locations. Working in the field allowed no room for accounting errors and no time to hunt down files and folders at Benedettini headquarters.

Granite Ridge Builders uses CNG-Books and QuickBooks to merge document filing and data entry into a single process that eliminates errors and improves accounting process efficiency. Granite Ridge's goal was to go paperless in order to control business costs in the increasingly volatile home building marketplace.

Too many paper problems were causing too many problems for the home builder. Storing and

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Tony Reincke, President Granite Ridge Builders

retrieving paper documents was a cost burden on the firm, and Granite Ridge wanted new efficiencies gained by having a clear, unobstructed view of business costs contained within individual project documents.

### Solution Overview

With CNG-Books, Benedettini's nine remote salespeople are now able to access project documents at a moment's notice. This ensures that everyone working on a project is up to date, while reducing the many errors that occurred when paper files were stored, retrieved and updated manually.

Benedettini leverages CNG-Books' ability to streamline QuickBooks data entry and document filing into one consistent and efficient electronic process. The cabinet maker is able to put vendor bills, customer payments and credit card receipts (whether PDF, Microsoft Office documents, scanned and faxed images) into CNG-SAFE. With the click of a button, the data is entered in QuickBooks and the document is filed. If a folder does not exist, CNG-Books automatically creates one in CNG-SAFE using the customer/vendor information obtained from QuickBooks. Entering transactions is also painless as CNG-Books synchronizes information directly from QuickBooks

to populate pull down menus. The result is that Benedettini saves time and improves accuracy.

Granite Ridge Builders has 20 users throughout the firm using CNG-Books together with QuickBooks to share documents, streamline business processes and eliminate paper and storage space. Granite Ridge now achieves newfound accounting process efficiencies, document security and is a more customer-responsive organization.

Benedettini Cabinetry extends the successful combination of CNG-Books and QuickBooks into its distribution network to solve the challenge of linking remote salespeople to the accounting and documentation activities. As a result, the sales force gained instant access to all the information needed and are able to complete accurate cabinetry proposals in the field.

### Business Benefits

The information repository provided by CNG-SAFE enabled Benedettini Cabinetry to securely scale its distribution network with access parameters that ensured both the privacy and accuracy of project billing and payment details. As Ken Alexander, VP of Operations for Benedettini Cabinetry, said “The time and cost saving benefits of Cabinet NG were staggering and enabled us to carry through on a new business strategy.”

For Granite Ridge Builders the results are similar. “CNG-Books helped the company save ‘thousands’ of dollars by avoiding double paying vendors,” according to Aline Urschel, Construction Accountant at Granite Ridge Builders. Tony Reincke, President of Granite Ridge, agreed: “Cabinet NG is continually improving to save us money.”

Together, CNG-Books and QuickBooks proved that world-class document management and accounting software are an unbeatable combination for SMBs like Benedettini Cabinetry and Granite Ridge Builders.

