Sage 100 ERP | Customer Success

Krier & Blain Heats Up HVAC Business With Sage 100 ERP

Heating, ventilation, and air-conditioning (HVAC) contractors could be considered the unsung heroes of the construction world. People rarely give a second thought to the fruit of their labors—the consistent temperature in a room or the pleasant flow of healthy air—until something goes wrong. Then suddenly we understand the importance of having a great HVAC system, a stalwart but invisible workhorse that makes our lives more comfortable.

Krier & Blain has been installing, maintaining, and servicing commercial plumbing, heating, ventilation, and air conditioning systems in South Dakota for more than 20 years. The firm performs cost-plus, design-build, and conventional bid contracts. A few of its high-profile projects include the Center for Performing Arts at South Dakota State University in Brookings, the Washington Pavilion of Arts and Sciences, and Avera McKennan Doctors' Plaza in Sioux Falls.

Slow, Difficult, and Inadequate

Until very recently, Krier & Blain used a DOS-based accounting system. Not only was the package slow and hard to use, but it was so old that support was no longer available. Charlie Holzapfel, Krier & Blain's treasurer, teamed up with accountant Bob DeSmet to find a new answer. "We didn't want to reinvent the wheel," explains DeSmet. "We just needed something that would do what the old one did, only faster, simpler, and with ongoing technical support. We wanted to stay local, too, by teaming up with a nearby vendor we could trust. We found everything we were asking for in Sage 100 ERP."*

Fast, Smart, and Hardworking

The new Sage 100 ERP system manages all business aspects of Krier & Blain's operations. Accounts payable, accounts receivable, and general ledger functions are now performed automatically by the new system. So is the company's payroll.

"Sage 100 ERP has trimmed at least 25 percent off the time it takes to pay our people," says Holzapfel. "It saves me from signing 90 checks every week." The Direct Deposit Extended Solution saves another couple of hours each month.

*Sage 100 ERP was named Sage ERP MAS 90 when Krier & Blain, Inc. initially implemented this solution. The product names have been updated in this case study to reflect current naming.

Customer
Krier & Blain, Inc.

Industry
HVAC and plumbing contractor

Location
Sioux Falls, South Dakota

Number of Locations
One

Number of Employees
90+

System
Sage 100 Standard ERP

Challenge
Replace old, inadequate system with a smarter, faster, low maintenance business solution that will help maximize efficiency and profitability.

Solution
Sage 100 ERP financial, Payroll, and Job Cost modules.

Results
Seamless automation from A to Z; 25 percent cut in payroll processing time; streamlined data access and entry; approximately 10 percent faster system; precise job costing capabilities; improved operational efficiency.

Holzapfel adds that the Sage 100 ERP system is remarkably easy to use. "Last week when we were short-staffed in the accounting group, I ended up doing payroll by myself. This is definitely not my area of expertise, but everybody got paid on time, and I lived to tell the story. That's saying something," he jokes.

Sage 100 ERP also takes care of processing payables. DeSmet estimates that the new system is about 10 percent faster than the old one, mostly because data entry is streamlined. The system can cut individual checks on demand, too, something the former package could not.

The Sage 100 ERP Job Cost module has become an important asset for the folks at Krier & Blain. It allows DeSmet to break down information in a multitude of ways. Cost codes include rectangular duct work, spiral duct work, equipment, refrigeration, underground waste and vent, domestic water piping, hydronic piping, and more. Amounts can further be broken out by materials, tax burden, and labor costs per job.

"We put budgeted figures for labor and materials into Job Cost at the beginning of a project," comments Holzapfel. "Then as the job progresses, we estimate the percentage of work done to completion and compare against our forecast. If we're 45 percent finished and have used 55 percent of projected labor costs, then we know we need to pick up the pace. This helps us run our company very efficiently."

Overall, Krier & Blain has found that Sage 100 ERP is much like the perfect HVAC system—a reliable solution that works behind the scenes, drawing little attention to itself yet enabling everyone to do their jobs in comfort. "Contractors are practical, real-world kinds of guys," says Holzapfel. "So we appreciate the robust capabilities engineered into Sage 100 ERP. It works the way we do—hard and smart. It's an ideal match for us."

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About Sage

Sage North America is part of The Sage Group plc, a leading global supplier of business management software and services. At Sage, we live and breathe business every day. We are passionate about helping our customers achieve their ambitions. Our range of business software and services is continually evolving as we innovate to answer our customers' needs. Our solutions support accounting, operations, customer relationship management, human resources, time tracking, merchant services, and the specialized needs of the construction, distribution, manufacturing, nonprofit, and real estate industries. The Sage Group plc, formed in 1981, was floated on the London Stock Exchange in 1989 and now employs 12,300 people and supports more than 6 million customers worldwide. For more information, please visit the website at www.SageNorthAmerica.com or call 866-996-7243. Follow Sage North America on Facebook at: http://www.facebook.com/SageNorthAmerica and Twitter at: http://twitter.com/#!/sagenamerica.

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