



**SAGE TIMBERLINE OFFICE**

Commercial construction,  
Contracting and Civil Engineering



The only complete solution to guarantee  
the success of your business.



## THE COMPLETE SOLUTION

Sage Timberline Office is the only complete solution for the Commercial Construction, Contracting and Civil Engineering industries.

Sage Timberline Office is created to work the way you work. By combining estimating, subcontract management, accounting, and project management plus much more into a single solution, Sage Timberline Office allows you to:

- Easily analyse the feasibility of projects.
- More effectively manage the work of contractors and subcontractors
- Streamline the procurement and material acquisition process.
- Improve operational efficiencies across your entire organisation to reduce costs.
- Produce accurate estimates and assessments of job costs. Track project profitability.
- More effectively control and monitor project details (drawing logs, meeting minutes, variation request, etc).

## VALUE FOR MONEY

Sage Timberline Office offers the best value for money in the Australian marketplace. No other solution offers the level of functionality, flexibility, and scalability as Sage Timberline Office.

The software's modular design means you're getting just the software you need with the advantage of tying everything together into real-time access and simplified control.

Some of the key modules in Sage Timberline Office include:

### Accounting

Accounting automates the entire building process, by integrating the operational side of the business with financial management. It allows you to build a complete view of your business from payroll and job costing, to vendors and cash management.

### Estimating

Using a number of built-in productivity tools, you'll find yourself producing estimates in significantly less time than it takes you now. For when you spend less time crunching numbers and more time analysing and fine-tuning estimates, you'll win more profitable tenders.

### Subcontract Management

This module simplifies the RFQ and material acquisition processes. Use the Buyout application to quickly turn estimate items into desired material groupings and perform the tasks necessary to subcontract out jobs. You can automatically generate and send RFQs to suppliers and subcontractors via e-mail, fax or printed hard copy.

### Project Management

Stay on top of subcontracts and performance. This module lets you view it all and keep the right people well informed at all times with access to up-to-the minute costs, contracts and document information. With all the facts in one central database, and inquiries and reports that are easy to customise, you're able to quickly get to the details that will identify issues before they grow into problems.

To find out more about Sage Timberline Office and how it can help your business then call 13 Sage or email: [info.pacific@sage.com](mailto:info.pacific@sage.com).



## THE CHALLENGES FOR YOUR BUSINESS

Organisations and businesses in the Australian construction, contracting and civil engineering industries face a number of key challenges in maintaining their existing profitability and future growth.

### Planning/Approval Process

The number one issue of concern for the construction industry in Australia centres on the development/planning approval process. 65 percent of respondents, from a recent survey conducted by the Master Builders Association, believe this issue was having a moderate, large or major effect on their business.

By improving their estimating processes construction and civil engineering organisations can better assess the viability of potential projects and the sort of impact delays will have on their profitability.

### Managing Contractors/Sub-contractors

According to the Australian Bureau of Statistics construction and engineering firms earning over \$AUD 10 million revenue per year, spend 37.5 per cent of their revenue on contractors and sub-contractors. By reducing the costs spent on managing contractors/sub-contractors by five percent can increase your profitability by 50 per cent. Alternatively, inefficient management of contractors/sub-contractors can greatly increase your costs.

Vital to managing contractors and sub-contractors and associated costs is excellent project management. By staying on top of all your projects you can be aware of potential issues and required changes, preventing unexpected supplier and contractor costs blowing out. Sound project management also ensures accurate scheduling, so contractors and sub-contractors are kept on track



**“It’s just been fantastic in terms of our project reporting. We can really push our project managers to ensure that they not only achieve their gross profit from tender, but hopefully push it higher through analysis of the tender budget prior to contract commencement.”**

- Finance and Administration Manager John Siamos,  
Georgiou Group

### Material costs

The purchasing of materials generally accounts for between 32 to 35 per cent of costs to a construction company. Over ordering on materials will cost you money. Under ordering will delay projects, and cost more money in buying materials at the last minute at premium rates. The more accurate your estimates are, the less likely you will over or under purchase on materials.

Also the more efficient systems you have in place to manage the procurement process will eliminate administrative costs and shorten delivery schedules.

### 360 Degree view of your business

To help ensure you stay on track for future growth and profitability, you need a solution that gives you a 360 degree view of every aspect of your business. Detailed reporting on project status, costs, financials, feasibility assessments and forecasts will give you the edge in making decisions about your business.

Throughout Australia:  
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Sage Business Solutions is a leading provider of end-to-end accounting software and business management software solutions. Sage is a large global organisation that invests over 30% of its revenues on R & D, ensuring the quality, support and future development of its software solutions.

#### Sage Business Partners

Sage Timberline Office is supported by a strong partner network with over 20 years experience in supplying software and technology solutions to the construction, contracting and civil engineering industries in Australia.

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