

# Harper Corp. Uses Sage Estimating To Produce Accurate Estimates and Increase Productivity



### Harper Corporation at a Glance

Industry: General Contractor

HQ Location: Greenville, SC

Size: 130 employees

Founded: 1950

Solutions: Sage 300, Sage Estimating, PlanSwift

[www.harpercorp.com](http://www.harpercorp.com)

## Sage Estimating Improves Overall Process

Harper Corporation began its story as a small hardware in Williamston, SC that focused on small commercial work for schools and churches. Now a third generation company, they have grown into a leading General Contracting company in the commercial construction space. Founded in 1950 by John Harper, Sr. the company has seen substantial growth and success over the years; leading them to relocate their headquarters to downtown Greenville, South Carolina. Much of their growth has been attributed to the use of Sage 300 Construction and Real Estate and Sage Estimating.

Harper Corporation has always focused on relationships with its customers and surrounding community. Rob Major, Senior Estimator for Harper says, "We follow our clients where they want us to go. The company has been able to expand and remain successful because of the relationship first approach that we live by."

Although the Harper Corporation doesn't do a lot of hard bid projects, they do have a large volume of projects that they need to bid quickly. "We've completed tons of commercial projects throughout the region," Rob says, "and have developed an estimating and takeoff approach that's helped us expand consistently and conservatively". This approach helped Harper take on major commercial work - working with major retailers like Bi-Lo and CVS.

Even as they were expanding, estimates were still being done with an old spreadsheet based software program. "When we implemented Sage 300 CRE, we also began using Sage Estimating. We initially did not have any assemblies built in the system." said Rob. "We were using spreadsheets to do estimating and takeoffs and then would put those estimates into Sage Estimating so that they would be recognized in Sage 300CRE."

As Senior Estimator, Rob decided that a more effective approach was needed and that it was time to use the tools available within Sage Estimating. Once fully deployed, he saw the production of the estimating take a major leap in creation and soon all the company's estimators were using it.

# Benefits to Harper Corporation

## Benefits of Sage Estimating

For the Harper Corporation, one of the major benefits of using Sage Estimating is the ability to prepare more thorough and accurate estimates. "Spreadsheet estimating has as fundamental flaw in that human error is built into the process." said Rob. "We found that one of the many great benefits in using Sage Estimating is that you take the human error factor from our estimates and are able to produce them at a much faster more accurate rate."

With prebuilt assemblies established in Sage Estimating, Rob and his team are also able to share information more effectively and efficiently. The assemblies allow for takeoff to be done digitally through Plan Swift, giving them the ability to populate the estimates while doing the takeoff – without the duplication of efforts.

Sage Estimating has also helped Harper with their creation of Conceptual Estimates. With access to the estimating database, Rob's team has access to historical data and previously produced estimates allowing them to adjust and tailor a new conceptual estimate quickly.

Ultimately, Rob believes that the software has really helped his team to build better customer relationships, grow the company, and win more business. "In the past, we had to work with a very time consuming process - starting the takeoff or creating the estimate, followed by sending the estimate to job cost or accounting. With Sage Estimating all of those steps are now done with the click of a button and we have really saved so much time and have become more successful because of the product." said Rob.

## Top 5 Benefits of Sage Estimating for Harper Corporation

1. More thorough and Accurate Estimates
2. Ease-of-use
3. Increased productivity
4. Historical database for reference
5. Improved overall business resiliency

# About Harper Corporation

## About Harper Corporation

Founded in 1950, Harper Corporation - General Contractors is a full-service construction management firm serving the healthcare, industrial, commercial, institutional, and environmental systems markets throughout the southeastern United States. Headquartered in Greenville, South Carolina, Harper is an award-winning firm that consistently receives recognition for quality, safety, environmental focus, and community involvement.

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