



SUCCESS STORY

Smart Renovations: Cost and Budget Controls with Easy Customizations

Smart Renovations has many remote users, so Acumatica's true-cloud platform appealed to them. Their project managers use the product remotely to report and date the job costing.

A growing contractor's need to track costs and manage billing.

Smart Renovations is a fast-growing historic renovation contractor. This skill set has led them to expand into a more traditional general contracting company. John Smart and Dominic Volpe are Smart Renovations' co-owners. John sat down with Aktion to discuss the reasons he and Dominic selected Acumatica Construction Edition and their experience working with Aktion for their implementation.

Prior to Acumatica, John's company was running QuickBooks Online Advanced. But John also has previous experience with Sage 100 Contractor (formerly Master Builder), so he knew this product probably wouldn't meet their company's specific needs. They also relied heavily upon Excel spreadsheets. John and his team were starting to find that modifying these complex spreadsheets was taking up way too much time. Reliance upon these spreadsheets also meant that they lacked the required accuracies and efficiencies required to manage the business.

Because of the complexities associated with the niche market of historic restorations, the ability to track costs and manage billing all in one place was extremely important. As John put it, "We really like to have those cost controls, budget controls and project level reporting where it's easy to modify and access things. Acumatica lets us track costs down to the nail."

"The complete end-to-end implementation of Acumatica by Aktion was perfectly executed."

John Smart
Co-Owner, Smart Renovations



Headquarters
Charleston, SC

Industry
Historic and Conventional
Restorations

Acumatica Solution
Acumatica Construction

Website
renovate-smart.com

The Faber House
635 East Bay Street
Charleston, SC
843.326.4244

aktion.com

Why Acumatica?

John, Dominic and the team knew that Smart Renovations needed cost and budget controls within their new ERP. They considered CoConstruct as an option and knew that Sage had a new cloud-based option in Sage Intacct. But they liked the way that you could easily customize Acumatica to fit their needs and felt the other options weren't the right for them. "We kind of hit that borderline between a residential contractor, remodeler into more like a general contractor. Which means we're just dealing with so much data and the reporting was so important to us. Acumatica just fit what we needed."

Success through a systematic implementation process.

Acumatica was the perfect fit for several reasons. As mentioned earlier, Smart Renovations has many remote users, so Acumatica's true-cloud platform appealed to them. Their project managers use the product remotely to report and date the job costing. The ability to approve invoices digitally saves enormous amounts of time as well. Additionally, the real-time management of accounts receivable provides them with a visible cash flow benefit.

John was referred to Acumatica by Aktion's CEO, Scott Irwin. And even with his business expanding so quickly, he felt the transition was completely seamless. Aktion made the implementation smooth and stayed ahead of the go-live with expectations and timelines. He has especially been impressed with the training that Aktion and Acumatica have provided his company going into the use of the new ERP platform. John recommended, "Focus on doing your homework and taking advantage of the Acumatica University to make the most of your purchase."

Smart Renovations did a Go-Live Simulation of Acumatica with their application consultant three weeks prior to going live in the software. They started out with three people being trained to use it and then those people were able to train others. Data migration was managed properly so the business was functioning with as little disruption as possible while going live. John was especially impressed that Aktion was able to take a bunch of construction guys and teach them construction accounting.

John and Dominic are very happy with their Acumatica ERP purchase and with the job that Aktion did in training and implementing the product. They're open to adding other modules down the road and open to hearing what is working well for other Acumatica users. With their remote use of Acumatica and the ability to have visibility into project costs, John is extremely pleased they made the move. "The complete end-to-end implementation of Acumatica by Aktion was perfectly executed."

Advice For Implementing an ERP

John has these tips:

- Take the time to prepare and research your construction accounting source material prior to the implementation.
- Be ready to spend enough time in other areas you'd like to be trained in, such as report designer and dashboard creation.
- Stay active in your training to allow for in-house simulations and education.



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