sage 100 Contractor

Talisen Construction Builds New York's Tomorrow

with Sage 100 Contractor

Customer	Industry	Location	System
Talisen Construction Corporation	**Construction**	**New York, NY**	**Sage 100 Contractor**

Since 2009, Talisen Construction Corporation has been operating at the top of its class. The New York City based commercial contractor has an impressive track record — winning more than one-third of the projects it bids on and maintaining a strong history of repeat clients. Talisen applies an individualized method to each client and each job, proving itself flexible, adept, and creative.

Throughout its successful history, Talisen has relied on one construction project management solution: Sage 100 Contractor.

Handles all critical tasks

"Joe Rigazio, the company's founder and CEO selected Sage 100 Contractor back in 2009," says Andrew Knox, director of communications for Talisen. "We use it to manage the lifecycle of all of our projects. It continues to perform for us."

Sage 100 Contractor handles critical tasks for Talisen, including job costing, managing projects, change order

tracking, financial management, and payroll with ease. "We find Sage 100 Contractor is easy and intuitive to use, fairly priced, and it provides a single source of the important project information we need," says Daniel Giurgiuman, vendor manager for Talisen.

Subcontractor compliance

"We use subcontractors heavily in our work," says Giurgiuman. "So it's vital to have such an efficient way to track vendor compliance, including things like lien waivers and insurance certifications."

Automated alerts in Sage 100 Contractor can be configured to notify staff of conditions needing attention, such as an expired or expiring vendor insurance certificate.

Real-time insight

Key reports deliver details about a job or group of jobs, like percentage of completion or profitability by job, and

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>
> Andrew Knox, director of communications, Talisen Construction Corporation

are available with just click of a button, providing the most current data.

Sage 100 Contractor provides a snapshot of where each job, and the business as a whole stands at any given moment. Each team member has access to the relevant information he or she needs to perform their work more efficiently and with full visibility.

Talisen's management and finance teams have quick access to valuable metrics including job profitability, cash flow, work in progress, and profit and loss statements—empowering them to make more informed decisions quickly and with greater confidence.

As a result, Talisen can grow its profit margins, generate reliable cash flow, complete projects faster, promote better employee satisfaction, be more agile and responsive, and ultimately drive higher customer satisfaction rates.

Flexible technology

Knox appreciates that Sage 100 Contractor utilizes a Microsoft SQL Server database. "We've created many of our own query tools that run off the database, including some custom form tools. I like that we can leverage SQL capabilities in addition to the reporting tools available within Sage 100 Contractor," he says.

Scalable technology

The solution continues to scale with the company, meeting its changing demands, and proving its value.

"Sage 100 Contractor allows us to streamline our workflow, so we can get ahead of deliverables and delight our clients," says Knox.

"Talisen is generating about $50 million in annual revenue now, and we know that Sage 100 Contractor can take us to several hundred million in the future," concludes Giurgiuman.

For more information visit
www.sage100contractor.com