Construction firm Technical Builders designs for the future

Sage 100 helps the specialty builder keep its business momentum booming by moving to the cloud

Technical Builders is a construction company based in San Jose, California that specializes in the manufacturing of clean and dry rooms for the computer and bioscience industries. Founded in 1992 from the owner's home, the company has grown to 21 employees and annual sales of $35 million today.

The company credits its success to filling a void in technical construction in the Bay Area. Recently it transitioned to an Employee Stock Owned Plan (ESOP). Now, Sage 100 is helping the company continue to be agile and efficient in a remote environment with Sage Partner Cloud.

Key outcomes
- Reduced manhours by 3-4 hours per week, per person
- Maintained workflow through seamless transition
- Supported company growth from $8 million per year to $35 million per year

Company
Technical Builders

Location
California, US

Industry
Construction

Sage Products
Sage 100 in the cloud

About Technical Builders
Technical Builders is a construction company based in San Jose, California that specializes in the manufacturing of clean and dry rooms for the computer and bioscience industries.

Technical Builders does ground-up construction for specialty businesses from retail to office buildings and healthcare to hightech manufacturing.

Committed to Sage 100 in the cloud

When Controller Christina Fitzhugh started at Technical Builders more than a decade ago, she realized that Sage 100's capabilities weren't being fully utilized. She quickly made it her mission to help staff realize greater efficiencies. This year when the company decided to move to the cloud, Christina turned without hesitation to her Sage partner. "Sage gives me what I need so I didn't consider changing software," she says. "The added costs didn't make sense because we were already looking at the possibility of replacing a server. I went through a software change at another company, and it was a nightmare. Having to redo even two days data is a drain on resources."

Sage 100 offered painless transition

Christina says she needn't have worried. With the Sage Partner Cloud Program, Authorized Partners used the Sage Provisioning Portal to move Sage 100 to the cloud seamlessly. "I haven't had a single issue since we changed, and it was easy to do it, too," she says. "Our partner transitioned us to the cloud quicker than I could have imagined. I scheduled it for a Friday afternoon, and within hours, we were up and running, ready for Monday morning. Additionally, staff didn't have to learn a new program which is always a huge advantage."

Greater accessibility, better teamwork

In today's always-on business culture, employees at Technical Builders need immediate access to their data, and that issue has only become increasingly important as more people work from home. "We were trying to figure out ways to get paperwork or reports to people and just do whatever we could do to make it easier all-around in the company without seeing each other physically," says Christina. "It was really hard. Once we moved to the cloud, we all wished we did it sooner."

Customizations part of business growth

Technical Builders has created its own project management software to keep their diverse construction projects on track for timely completion. Because of the adaptability of Sage 100, Christina is looking forward to integrating the two tools to further drive efficiency by reducing redundancies. She says she counts on Sage being innovative and continuing to offer workable solutions for businesses. "I believe Sage listens and hears us," she says.

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"There's no reason for anyone to not move to the cloud. Now that I've been through it, I say 'Why did I wait this long?' You can do anything with Sage 100."
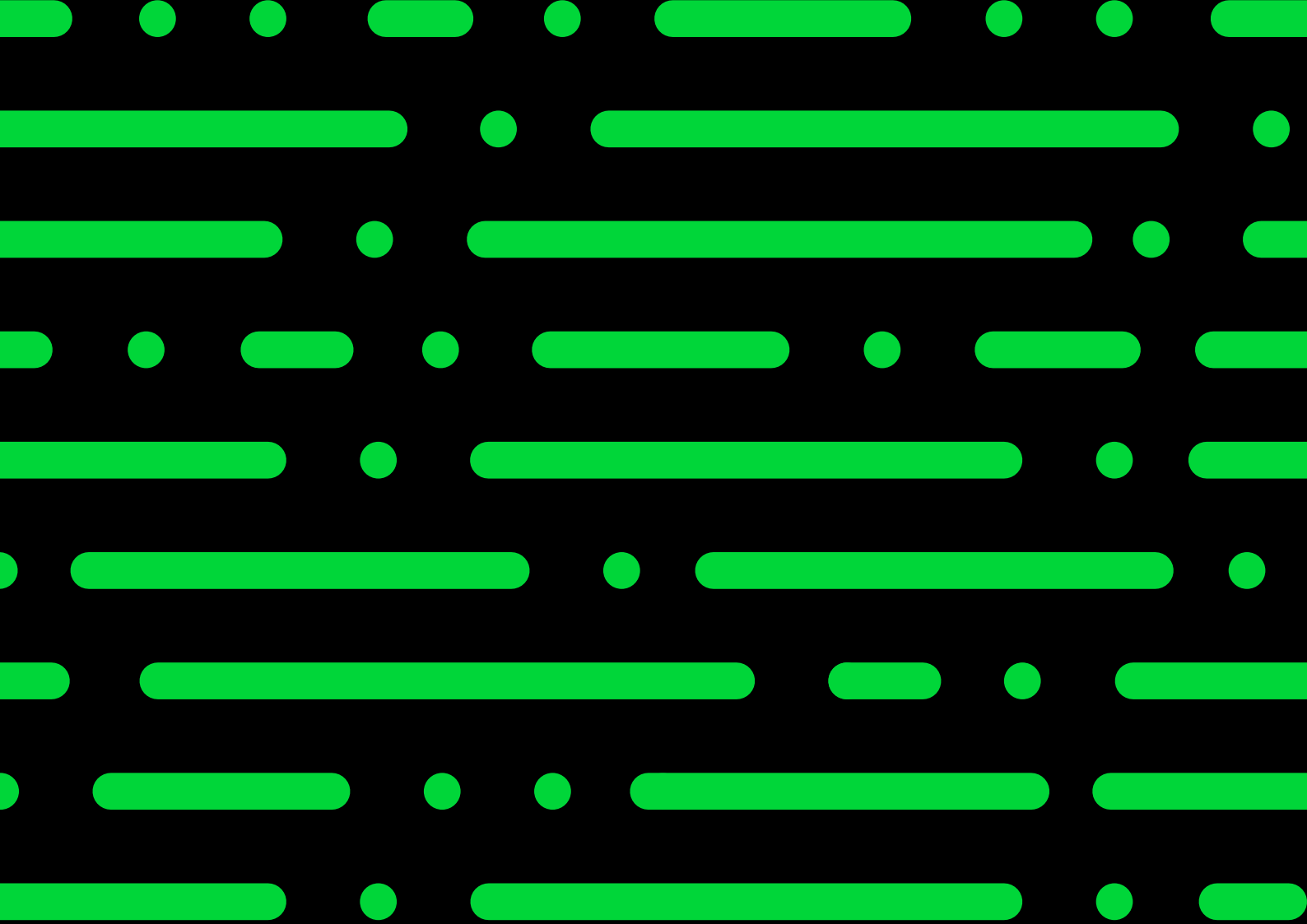
Christina Fitzhugh
Controller, Technical Builders

Streamlining with Sage 100
Technical Builders continues its upward trajectory with the last year being its highest revenue-generating ever. Christina sees Sage as a key part of their success. "I definitely see sticking with Sage for the long haul. The biggest benefit to Sage is saving time, because I always say, 'Time is money.' If there's anything we can streamline, we like to do that. In fact, since we moved to the cloud, we haven't had a stop to make a single technical support call as we no longer have server issues." She continues, "Sage helps us in so many ways, from managing accounts payables and accounts receivables, to forecasting and so much more. As we continue to grow, we plan to use Sage solutions to help us manage more of our business processes."

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