

Perfect the Construction Cycle from Bid to Closeout with Acumatica

A Comprehensive Step-by-Step Guide to Construction Project Completion

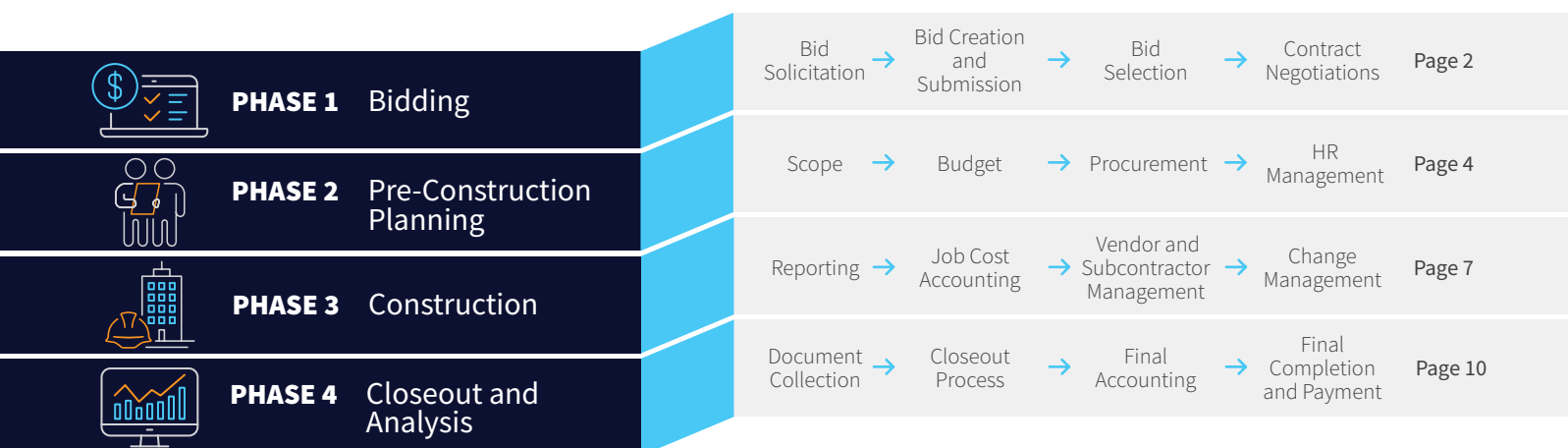
Each construction project is unique, but the same core process must be followed from design to closeout to guarantee success. Depending on the construction industry sector and project complexity, the initial drawing and design sequence items can occur in varied ways. But once the design is approved, a construction project will follow four standard phases: bidding, pre-construction planning, construction, and closeout.

Many people and processes will be meticulously tracked and reported to stakeholders during each phase. Contractors and subcontractors must generate detailed estimates that win the work while ensuring a profitable project. The contracting company must plan the project's budget, timeline, labor, material, and equipment as accurately as possible. Human resource management handles safety compliance, field labor, and expense reporting. Project accounting, job costing, and the final project profit analysis require full project accountability from start to finish.

Acumatica Construction Edition has the flexibility to support every workflow and each stage of the construction cycle. There are tools for bid management, collaboration with CRM, safety, compliance, equipment and material planning, field reporting, job cost accounting, and more.

This Playbook illustrates how Acumatica supports the construction industry from the bidding process to closeout.

The bid-to-closeout process has four phases and 16 unique steps, beginning with the project bid and ending with closeout.



PHASE 1

Bidding



Construction bidding is a critical step for general contractors and subcontractors. Mastering the bidding process is often the deciding factor on whether you win the job or lose to a competitor. Everyone plays a distinct and crucial role in the process, from project owners to architects to contractors. Yet, key players also collaborate once the project is available for bidding. Here is an overview of the typical construction bidding sequence of events.

→ Step 1: Bid Solicitation

Once the project design and plans are approved, it is open to bidders. The bid documents are then provided to potential bidders with comprehensive project information. Next, the project owner sends out the Request For Proposal (RFP) or an Invitation to Bid (IFB) and outlines the project requirements. When contracting companies receive these documents, they must analyze the project for suitability to their specific skillset. After careful consideration, organizations will decide whether to bid on the project using the project documents to formulate a plan forward.

Acumatica Construction Edition has embedded CRM to manage construction opportunities and build a healthy project pipeline. Create, generate, and track leads throughout the sales cycle, all within Acumatica.

→ Step 2: Bid Creation and Submission

The bid creation is a contractor's chance to make a great impression on the project owners. It should contain detailed cost estimates, equipment and materials lists, a proposed schedule, and often, a site assessment. A thorough bid increases the chance of being selected to perform the job while ensuring everyone makes a profit.

Part of this process considers what portions of the work will be completed by the contracting company and what will be subcontracted. Depending on the subcontractor skills needed to complete the project, RFPs are then sent to associated subcontracting companies. Each interested subcontracting company develops its plan and then bids on the project. Payment schedules and completion timelines are hammered out during this communication with the GC, the subcontractors, and the design team.

As GCs review subcontractor bids, they group them by trades and frequently select the lowest bid. But many other factors go into the decision, such as availability, experience with similar jobs, reputation, and good working relationships with the GC. After the subcontractor bids are accepted, the contractor compiles a final bid and submits this to the owner or architect.

A true cloud solution such as Acumatica gives all parties one centralized location for document management. In addition, the powerful analytics built into Acumatica help construction companies review project information and identify the jobs that fit their skillset to ensure the endeavor will succeed.

“With Acumatica we have one single source of truth that’s actionable, which ultimately makes us more profitable.”

– SHEL WAGGENER, PRESIDENT
AMERICAN ASPHALT REPAIR & RESURFACING

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→ Step 3: Bid Selection

Next, the contractor selection process begins as submitted bids are reviewed and compared based on the requested criteria. Each bid request has an associated bid date or deadline for submission. It is common for these dates to change when information needs to be clarified or added.

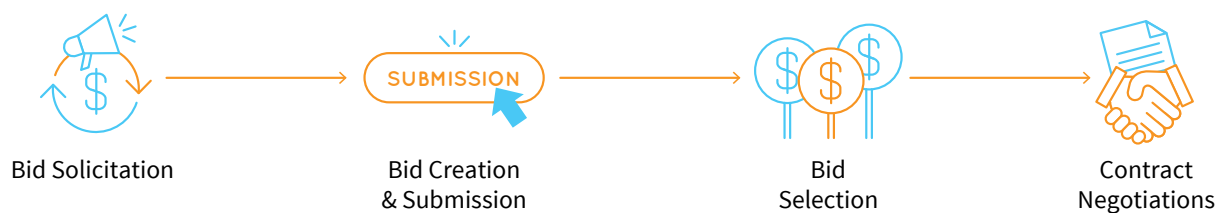
Like the subcontractor selection process, project owners will typically look at the general contracting company's experience with similar jobs, personnel resumes, safety records, and pricing structures. The lowest bid does not always win the job, but public projects are commonly required to select the lowest price. GCs may also be subject to an interview process, which the project owners consider when deciding which company wins the project.

Harness the power of Acumatica CRM to manage bid requests and associated documentation to ensure you win the job. One centralized location for all document management empowers everyone on your team to create a comprehensive bid to guarantee success. Use Acumatica's powerful analytics to manage real-time project data from anywhere. Impress project owners with a bid that shows full visibility into costs and predictions on potential changes that could impact the bottom line.

→ Step 4: Contract Negotiations

After selection, project owners enter negotiations with the GC of choice. The intent is to determine final price details, including terms and project schedules. In addition, there will be insurance requirements and documentation that the project owner needs before both parties sign the final contract. If both parties cannot agree on the contract terms, the owner can move on to another general contractor in the bid pool. Once a contracting company is selected, both parties draft and sign the project contract.

Acumatica's one source of truth gives companies quick access to all associated contract documentation. Proof of safety records and compliance documents are stored electronically for easy retrieval. Instill confidence and trust before the contract is signed by pulling insurance and safety records and presenting them to the project owner.



“What we’re trying to do is maximize our margins and profits by making sure we’re working on projects as efficiently as possible. Acumatica Construction Edition has helped us grow in terms of revenue because we’re much more efficient at managing projects.”

– JEFF HAMILTON, PRESIDENT, ROBERTS GLASS & SERVICE

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PHASE 2

Pre-construction planning



The pre-construction process helps prevent miscommunication throughout the project. Without methodical planning before kickoff, it is much more likely that issues will crop up during the project itself. The following steps reduce the problems that throw off the job timeline and budget.

→ Step 1: Scope

During the planning stage, the scope of the project is set. The scope addresses questions the general contractor needs to answer to fully understand the ultimate project goals. At its core, a scope document should answer questions such as:

- Budget – what is the total price of the construction project?
- Timeline – what date do stakeholders expect for project milestones and completion?
- Resources - what are the equipment, material, and labor needs?

The scope of the working document should outline the objectives, deliverables, contract terms, and milestones. Access to predictive KPIs is helpful here to fully grasp planned costs and the impact unplanned costs can have on the project. This document is a product of close collaboration between the architect, project owner, and the construction team. The GC often curates the scope of work document, but the designers and owners will weigh in regularly to ensure that expectations and timelines are correctly represented.

Control scope creep with electronic copies of all documentation related to the project. With Acumatica Construction Edition, you can track budgets, payroll, and invoices to see cash flow at-a-glance. Predictive and historical KPIs are always easily within reach with Acumatica Construction Edition. Predict industry trends and fluctuations in material prices. Factor in changes and collaborate with stakeholders about how those changes could impact the overall project's success. Leverage previous construction project statistics to avoid past mistakes and drive profit.

→ Step 2: Budget

Before the construction project kickoff, a budget is set. The budget is another area where healthy collaboration is essential for success. It is a vital part of the project scope and starts with a number that the client has in mind to spend. The contractor suggests alternatives and changes to either work within those confines or the budget is revised to reflect price points that affect the overall project spend. A sound budget compares the cost of similar construction projects to decide the personnel and materials needed. Going over the original budgeted amount is common during a construction project. Effective change order management allows everyone to stay on top of all changes and adjust the overall budgeted amount.

Acumatica helps to create project budgets and revise these budgets while keeping track of revisions and comparing actual costs against estimations. Track budgets, payroll, invoices, and billing to see cash flow and give everyone in the field and office the most current project budget updates. With Acumatica, change order management shows how the changes impact the budget and accurately reflects resource allocations.



→ Step 3: Procurement

Procurement is the process of buying goods and services for a construction job. The cost-effectiveness of a project depends on accurately factoring in the cost of supplies. While a procurement cost may be included in the initial contract as a lump sum, it requires scrutiny and monitoring throughout a construction job. Procurement is pivotal during the planning phase to evaluate changing material prices and ensure they are delivered on-site as scheduled to avoid project delays.

Personnel Procurement

Each phase of the project will require different specialties and skills. During pre-construction preparations, the general contractor will secure subcontractor and vendor contracts and ensure compliance documentation is in place. While the subcontractors were selected mainly during the bidding process, the actual business of securing personnel happens here. The GC will set a schedule for subcontractor crews to procure qualified personnel and guarantee availability.

Find qualified candidates and retain them with Acumatica. The open APIs and native integrations with human resource management solutions streamline the hiring process. Use this technology to minimize HR paperwork and clarify expectations.

Equipment and Material Procurement

Construction project procurement also includes the allocation of equipment and materials. It is necessary to determine which pieces are already in stock and then allocate them to the job. Many GCs do not own all the equipment needed, so rentals are secured in the procurement process. Staff will review material inventory to determine items in stock and schedule drop shipments for those which are not. Over the span of the project, these needs will change. Therefore, equipment and material procurement start during pre-construction but continues throughout the job.

Acumatica facilitates the delivery of initial equipment and materials needed on the job site. Give everyone a current snapshot of the project inventory and equipment costs with Acumatica's powerful reporting tools. Use the power of Acumatica to manage inventory with drop-ship purchase orders for goods to be delivered directly from the vendor to the job site. Prevent cost overruns with purchase requisitions to configure budget-compliant requests.

Documentation Procurement

Construction is a heavily regulated industry with a significant amount of associated documentation. Construction firms and subcontractors need to consider permits, building codes, insurance, bonding and lien requirements, payroll, and many safety regulations. Before a construction project starts, contractors plan for and communicate compliance requirements to everyone involved.

There should be a clear plan for the collection, storage, and tracking of all compliance documentation. Acumatica allows all parties to effectively communicate when documents are expiring, information is missing, or when payments need to be held back until safety issues are addressed.

“We are working out of the financials, the CRM, and the project management all within Acumatica. All that under one house.”

– ERIC HUGUNIN, COO, PHOENIX RENOVATION AND RESTORATION

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→ Step 4: HR Management

Human Resource Management and compliance go hand in hand in construction. HR plays an integral part in finding and hiring qualified employees. But this role must also coordinate labor needs, timelines, and responsibilities with other parties. All hired employees are documented and authorized to work in both the country and state. In addition, they need to understand and maintain compliance with state and federal laws for wages and safety regulations, all of which require human resources talent to manage effectively.

These pre-construction items do not have a hard stop when construction begins. Budgeting, procurement, and HR are ongoing throughout the job. The groundwork set forth enables teams to monitor the budget and how supply and equipment costs impact it. Similarly, human resources staff have an ongoing role in hiring personnel and verifying safety and compliance throughout the job. Acumatica has all the tools and workflows to support procurement throughout the construction project's lifecycle.

Acumatica gives human resources the tools to recruit qualified personnel and verify their qualifications and compliance documentation in one centralized platform. Hire and retain employees with a system that is collaborative and easy to use. Manage employee skills assessments, certifications, and training requirements by integrating with top Human Capital Management applications such as WorkForceGo! or Arcoro. Provide automatic status updates to alert staff when policies, bonds, and certifications are set to expire.



“If you are future-oriented and want to be more streamlined in your operations, Acumatica is a great partner to work with. With the Acumatica platform, you will bring your people along as opposed to being stagnant or stuck in the past.”

– MATTHEW SHAMP, EXECUTIVE DIRECTOR
CARLSON-LAVINE INC.

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PHASE 3

Construction



The time has come to begin the construction project, and the intense planning to date will undoubtedly pay off. But reporting on the day-to-day activities on a job site and project accounting back at the office kicks into gear during this project phase. Maintain a clear line of communication between the field and the office to avoid project delays.

→ Step 1: Project Management

Daily Field Reports

Many independent activities take place on the project site and in the office. Contractors use daily field reports to ensure everyone is looking at the same data. The daily field report lists everything of note that occurred during the day at the job site. Project managers and supervisors record on-site observations, activities, and weather conditions. The report that can be sent back to the office using any mobile device saves enormous time for everyone involved. This data is valuable for analyzing delays and problems impacting the overall project's profitability. In addition, a detailed daily field report will often act as quality control for the project.

Daily Field Reports pull together all the activities that occurred on the job site within a given day. The Acumatica mobile app streamlines daily field reports, giving people in the field full access to record and submit back to people in the office. Acumatica lets users select by project or by date for visibility into progress and quick issue resolution.

Submittals and RFIs

A submittal is a document the contractor or subcontractor provides to the architect. It contains proposed changes or details that need approval

before being used on the project. Submittals can include drawings, finished product components, product cut sheets, and many other granular components of a project. But these submittals must be approved before items are fabricated and delivered to the job site. Any delays in getting the submittals into the right hands and approved can derail the project timeline and budget.

Requests for Information (RFIs) can come from a subcontractor or contractor to obtain information that is not present in the contract documents or needs clarification. RFIs are often submitted while the project is underway to get the architect's or engineer's answers. Sometimes the RFI can be used to suggest a change in materials or to better understand the owner's intended use of the end product.

Track the approval of submittals related to documents and materials before they are fabricated and delivered, all within Acumatica. Review entries, enable submittal workflows, and close them when approved and completed. Similarly, Acumatica lets users enable RFI workflows to track each RFI's status and email drawing logs as needed. Use RFIs to create change requests and close them when they are completed.

Learn why Construction companies rely on Acumatica for their success.

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→ Step 2: Job Cost Accounting

While typical general ledger accounting deals with payables and receivables, it is not associated with a specific project. Job costing in construction or project-based accounting is unique because it calculates all costs associated with the job, including labor, materials, and overhead. Labor costs cover each worker's pay rate multiplied by the project's completion period. Materials include raw materials and material-related costs, such as delivering them to the job site. Overhead includes administrative fees and insurance costs –the cost of doing business. The job costing in Acumatica gives a real-time audit trail of all expenses and income for the project. Compare actual project costs with original and revised budgets as the job progresses. Acumatica's continuous budget tracking helps leaders either adjust expenditures or revise the budget as needed.

Payroll Requirements

Payroll requirements are specific to the industry and can be challenging to handle. Construction companies benefit from remote time entry and having a complete understanding of labor and tax laws. Business leaders should be aware of the prevailing wage, union regulations, and federal, state, and local taxes. Software, such as Acumatica, that can tie all of these into the payroll for a given project will save accounting staff time and hassle. It should also support multiple unions, locals, classes, benefits packages, complex wages, executive compensation, and commission structures.

Acumatica Construction Edition has vital project accounting features to handle each industry-specific need. For example, mobile time entry allows teams in the field to submit their timecards via the Acumatica app. Supervisors and managers can remotely approve the time mobile timecards, and all of this data is submitted to the back-office team. Acumatica also natively supports a construction project's many tax and labor requirements. Acumatica's certified payroll and native AIA billing help to speed up invoicing and payment. Natively configure tax requirements for each type of tax and easily retrieve details for different tax zones.

Liens and Retainage

Liens and retainage are methods to safeguard contractor and subcontractor payment on completion of work.

Liens ensure that labor and material costs related to the project are covered even if the project or owner becomes insolvent. There are defined timelines for filing liens depending on the type of project and its location. Retainage is the percentage of each progress payment withheld until the project is completed. It provides an incentive for contractors and subs to complete the project as agreed upon in the contract. Should a contractor not meet the agreement, the retainage can be used to cover the cost of hiring someone else to fix the issue.

Tracking liens and retainage can get complicated when multiple crews work on a job site. Acumatica can automatically generate lien waivers, print, email, and even set up warnings for any outstanding liens. Acumatica Construction Edition empowers users to track AP and AR bills with retainage. Create, process, and release retainage for the bill. The ability to enter payments and pay balances based on retainage is natively built into Acumatica.

“Acumatica is real-time accounting for the project itself. It lets the project managers know where they're at from a financial standpoint to help make decisions.”

– JEREMY STURGEON, DIRECTOR OF OPERATIONS
SPOHN ASSOCIATES, INC.

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→ Step 3: Vendor and Subcontractor Management

Managing construction payments and juggling vendor compliance is time-consuming. Any vendor or subcontractor is subject to the same safety and labor regulations as the contractor. Lien waivers and releases, insurance certificates, and status updates are a requirement for subcontractors and vendors to continue to perform their part of the larger project. If any of these items expire without a project manager's knowledge, it can bring the operation to a halt.

Acumatica allows each team on the job site to submit expenses for time and materials used remotely. In addition, use Acumatica's Business Events to notify managers when compliance documents are approaching their expiration date.

→ Step 4: Change Management

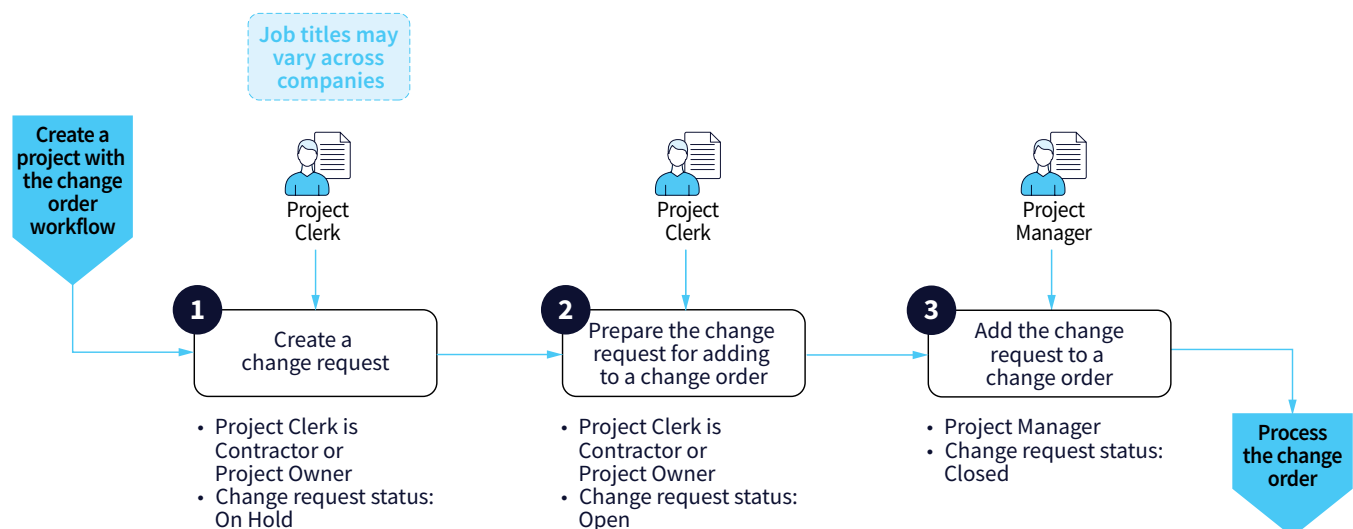
The change order is a document for profitability analysis and an audit trail of changes to the project budget. Contractors use change orders to track changes to commitments, budgeted costs, and changes initiated by the customer. Change management can extend to schedule changes and how those changes affect the budget.

Set up change order workflows in Acumatica to manage the status of each change throughout the project lifecycle. Use workflows connected to change orders in Acumatica to handle changes to the project revenue, commitments, and budgeted costs. Negative change orders help manage back charges and reduce vendor commitments. Streamline change orders for multiple construction projects with unit rate changes, custom retainage, and cost-only change requests.

Watch our Construction Change Order overview video to learn more about Acumatica's change order workflow.

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ACUMATICA'S CHANGE ORDER WORKFLOW



PHASE 4

Closeout



Effectively closing out a project is a critical step. It releases resources for other projects, gains final acceptance by the client, and calculates the final profit and margin. Closeout requires the collection of all documentation for presentation to the client, reviewing change orders, closing out contracts, final accounting, and then the final project reporting and analysis. Those who implement one consistent and central location for all document storage, such as Acumatica, will expedite the entire closeout process.

Some items in the closeout phase happen sequentially and can only progress once the previous items are complete. But some items, like completing the punch list, happen while other closeout processes occur.

→ Step 1: Document Collection

Every construction project requires a large amount of paperwork throughout its lifecycle. The closeout process is the culmination of all that documentation. Unfortunately, because the closeout process is often overlooked or rushed, there can be a mad scramble to put hands on papers promptly.

The project manager or person in charge of closing out the project will contact all the parties that contributed to the job and request that they send their associated documents. Sometimes the subcontractors also contact the people they hired for these construction documents. Unfortunately, there is a good chance that subs and personnel are now working other jobs, so the response times are often delayed. This leaves the PM to wait patiently and begin a follow-up process with each crew.

Compiling these separate pieces as they come in demands a high level of organization. Acumatica's centralized location for all needed documents makes retrieving everything needed for closeout fast and simple. This central location for every piece of documentation makes assembling the handover package for the client go smoothly. The submissions must be categorized and assembled neatly for presentation to the project owner or client. With the right tools, closeout goes smoothly, the client is happy, and the project is profitable.

→ Step 2: The Closeout Process

Project Closeout

Contractors and project managers adhere to the set budget, schedule, and scope as much as possible during the project. But even when it may appear the overall project is done, there are often remaining tasks to complete. These outstanding items and ongoing tasks go into a construction punch list to show work that still needs to be finished.

All punch list items must be corrected before the rest of the closeout process can proceed. Architects and other similar parties will review the project completion levels using the punch list to determine if it is ready to close out. At this point, all change requests are reviewed and compared to the initial documentation to verify that all obligations to the client have

been met. The punch list ties up any loose ends before pulling in the client to review the final product.

Here are a few primary actions taken during the project closeout:

- Verify that all work is completed and documented.
- Ensure all legal requirements have been met.
- Obtain inspection documentation.
- Review change orders and verify they are complete.

Acumatica helps stakeholders follow a strict document collection policy throughout the entire project. Access to change requests and how these affected the overall budget give owners visibility into the true level of project completion.



Client Closeout

It is time for the client handover when you are positive that all documentation is in order. Presenting all the data to your project owner or client is an opportunity to impress them with an organized transfer. This is the time to get client feedback and address any concerns swiftly. The handover gives the client a clear view of all changes made throughout the project. Mobile collaboration solutions simplify the presentation of all related documents and provide a complete view of the project.

Maintenance and operation manuals are assembled along with historical records of equipment installation and warranty documents. In addition, Acumatica has a proactive, systematic asset and equipment tracking system that saves time and ensures client closeout goes smoothly.

Subcontractor Closeout

Subcontractor work also needs to be closed out as the project wraps up. When managing subcontracted work, it is necessary to review change orders and verify completion before releasing subcontractors from the site. These change orders may have been addressed in the punch list but double-checking them with each sub always helps.

Once all outstanding punch lists and change order items are completed, each subcontractor presents their documentation to the GC for final payment. When subcontractors present partial documentation to the general contractor, the closeout process grinds to a halt. This process is accelerated significantly with easy access to complete field reports, change orders, and payment records in Acumatica.

Organizational Closeout

Wrap up everything on the physical job site after all punch list items are checked off. Decide the last day personnel will be there and inform all parties of this date. Return all equipment, fully accounting for everything from forklifts to construction trailers. The organizational closeout is complete when all signs of construction are gone from the site. This is also a time to review the equipment budget and pay any outstanding invoices.

Contractors use Acumatica to holistically view each piece of equipment that needs to be returned after a project is completed. This allows the ability to view and pay invoices related to the project quickly.

→ Step 3: Final Accounting

Diligence from the start of the project will alleviate closeout hassles with budgets, retainage, billing, and labor costs. With so much time between the start and finish of a construction project, discrepancies with documentation are common. Therefore, this step would be simplified if everyone involved from the beginning had a central, accessible location for all documents. As previously established, Acumatica's robust document management storage and accessibility eliminates the worry of lost documents and financial discrepancies.

Reconciliation

The construction reconciliation process is used to compare and adjust the project's actual costs with the budgeted or estimated costs. Having detailed documentation for materials, labor, and equipment aid in properly reconciling the two sets of records. Regularly comparing the two throughout the project helps identify discrepancies early on. However, at

completion, it is necessary to report to stakeholders to make sure all parties are on the same page regarding the project's financial status.

Acumatica streamlines the remaining steps and procedures. Success will hinge upon the final project reconciliation numbers.

"In Acumatica, it's easy to find a project and much faster to switch tasks than any other software I've used. Navigation is just a click of a button and information is now all in one place. I don't need to change applications to approve different items; everything is under one roof. Because of that, I'm less likely to have something fall through the cracks or drop the ball on something."

– BRUCE YOUNG, PRESIDENT & CO-FOUNDER,
CURRAN YOUNG CONSTRUCTION

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Releasing Final Liens and Retainage

Liens and retainage help ensure contractors and subcontractors are paid upon a predetermined completion level. With a substantial completion document, retainage is released from the owner or contractor. This is usually a lump sum that allows the contracting company to begin paying vendors and subcontractors as work is finished at the job site. The remaining labor and costs related to the construction project are calculated and then paid only when the job is deemed satisfactory.

Acumatica's dashboards, process workflows, and business events help companies track and manage liens and retainage payments.

Final AIA Billing

AIA billing is a standard invoicing method used in construction, based on the American Institute of Architects (AIA) document G702. The AIA billing process involves submitting a payment request to the project owner or representative, such as the architect or engineer. This payment request includes a detailed breakdown of the work performed along with any related expenses, such as materials and labor. Using the AIA billing method ensures that payments are made and that all work is accounted for during and at the project's end.

Acumatica's AIA billing and reporting details the completed project tasks, including the remaining retainage. This report in Acumatica also summarizes change orders and the amount of payment requested. It serves as both the contractor's application and the architect's certification.

Sales Tax

Both sales tax and commissions require awareness and diligence throughout the project. Contractors must know the laws and regulations in the area of the construction project to ensure compliance with sales tax laws. Failure to collect and pay sales tax on all purchases and sales can result in fines and penalties.

A system such as Acumatica, that seamlessly handles complex tax rate calculations saves time and reduces the margin for error.

Sales Commissions

Sales commissions are usually a percentage of the sales revenue used to compensate the salesperson for securing the business for the company. The final commission is calculated after overall accounting is tallied and the final project profit is determined. Since a construction project's budget and profitability change over its duration, calculating a final commission payment requires detailed accounting practices.

Acumatica lets you configure the commission period and define commission calculation parameters. Specify a commission based on an invoice or payment received to simplify construction accounting at the end of a project.

→ Step 4: Final Completion and Payment

This step occurs when the project is 100% complete and requires no additional work. During this last step of the project, stakeholders need real-time reporting and access to Business Intelligence (BI). The picture becomes much more apparent if they can use BI within Acumatica to understand a project's success levels. Since a construction job can take a long time to complete, it can also take a long time to get paid upon its completion. Acumatica's intuitive reporting and analytics data prove completion readiness levels and will move the final payment process along.

Finally, a post-mortem or post-project meeting builds rapport with everyone who played a part in bringing the project to completion. It is a time to share the profitability and operational reports with interested parties and discuss ways to improve for the next job.

Using Acumatica's AI and machine learning gives project owners, contractors, and project managers dynamic business intelligence and analytics to see overhead costs and change orders against the budgeted costs. This data is historical in nature because it looks back at the various parties involved and how they performed. The final completion step helps leaders learn from the project and make future business decisions based on this data.

Perfect Bid-to-Closeout with Acumatica Construction Edition

It is only possible to execute a construction job from start to finish with a complete system supporting every step. Acumatica is the best construction ERP solution to address these mission-critical factors.

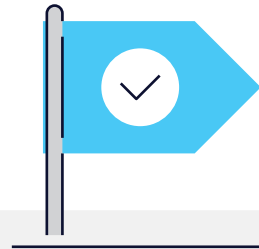
There are many moving pieces and parts during each stage of the construction life cycle. Acumatica's one centralized source of truth means no piece of documentation is ever out of reach.

Planning requires special attention to the job site and feasibility for land developers. Contractors must pay special attention to the initial drawings and specifications. When bidding, it is vital that construction organizations carefully document and record their bids and keep up to date with their customers and the bid process. Before construction begins, harnessing the power of Acumatica for proper planning with job scopes, KPIs, compliance, and procurement is essential to a project's success.

During construction, Acumatica allows users to log daily activities from the field. Therefore, it is essential that staff can quickly and effectively manage project changes, report expenses and labor from the job site, and oversee vendors and subcontractors.

Once the project is completed, Acumatica ties everything together by tracking the final punch list, equipment returns, document management, and final billing and payments are crucial. In addition, the ability to report on the strengths and weaknesses of a project and its profitability is needed to make any changes required in future endeavors.

Acumatica Construction Edition is a future-proof, native cloud solution built on an adaptable platform with open APIs for rapid integrations. Ensure each construction project succeeds from bid to closeout when you implement a complete and connected business application with powerful tools to analyze data in real-time.



"Knowing that we are on a platform that is going to take us well into the future, I feel comfortable that we can invest and rely and build on Acumatica."

– CASSANDRA MOORE,
DIRECTOR OF FINANCE
AND ACCOUNTING,
ALPHA INSULATION &
WATERPROOFING



Acumatica Cloud ERP is a comprehensive business management solution that was born in the cloud and built for more connected, collaborative ways of working. Designed explicitly to enable small and mid-market companies to thrive in today's digital economy, Acumatica's flexible solution, customer-friendly business practices, and industry-specific functionality help growing businesses adapt to fast-moving markets and take control of their future.

For more information on Acumatica, visit www.acumatica.com or follow us on [LinkedIn](#).



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