

CONSTRUCTION SERVICES SUITE
for Activant Falcon

PHASE IN HIGHER SALES, SATISFACTION AND PROFITS

**Seamlessly provide the
installation services your
customers want and...**

- **grow your customer base
with lucrative new services**
- **maximize profitability with
every installation**
- **position your business
for tomorrow's opportunities**



ACTIVANT®



**More services for your customers.
More profits for you.**

Construction Services Suite for Activant Falcon

**To grow revenues and customer loyalty,
today's LBM dealers are expanding beyond
building materials sales. Installed Sales is a
perfect fit – and now there's a solution that
makes it easy to get started.**

Construction Services Suite for Activant Falcon® includes solutions for Contract Billing, Installed Sales and Job Costing. Available individually or as a money-saving package, these solutions seamlessly integrate with Activant Falcon, the leading end-to-end business management solution for the LBM industry.

Put Construction Services Suite to work for you and your team, and you'll sharply reduce complexity, ensure profitable operations, and make it easier for both you and your customers to get the job done.

Whether you're preparing now to roll out new services (just in time for the next big boom), or already underway and want to ramp up... whether your focus is on homeowners, contractors, production builders, or any combination... now is the ideal time to put these cost-effective tools in place.





A Complete Solution to Drive Your Business

Activant Falcon is a comprehensive, business management software solution built specifically for lumber and building materials (LBM) suppliers of all sizes. This full-featured ERP (Enterprise Resource Planning) solution is designed to improve your customer order management operation, tighten your inventory management and production processes, streamline vendor procurement, and optimize your business with complete accounting and analytics.

Designed exclusively for use with Activant Falcon, Construction Services Suite is available as individual solutions or as an integrated suite. Modules include:

Activant Falcon Contract Billing

Contract Billing enables phase-based, single-line-item invoicing, while maintaining accurate inventory tracking and general ledger valuation of consumed labor and materials.

With Contract Billing, you can take on complex jobs—like kitchen remodels or room additions—and accurately track all the materials. At the same time, you'll keep things simple for your customer with a one-line-item invoice at the end of each phase.

Activant Falcon Installed Sales

This module tracks quotes, orders, labor, materials and time by user-specified project phases. With Activant Installed Sales, you can confidently set up your new Installed Sales business unit, organizing and tracking it in precisely the way you want. You'll have the tools you need to run it all efficiently—and profitably.

Activant Falcon Job Costing

Here's complete reporting and analysis for labor materials, taxes and time by user-assigned job code. With these on-demand reports, you'll be able to analyze individual building activities—foundation, framing, drywall, or whatever phases are meaningful to you – so you can quickly identify and correct any threats to profitability.

Take Advantage of the Entire Construction Services Suite



Build Profits, Simplify Processes and Maximize Customer Service

Managing construction and installation services requires unique processes that come built-in to the Construction Services Suite. We've highlighted a few here; for more details, see the Contract Billing, Installed Sales and Job Costing data sheets.

Project and Labor Management

Phased project management simplifies every step—and boosts profits. Installed Sales lets you set things up for success from the beginning by preparing quotes broken out into construction or installation phases. Keep customers focused on what's important by customizing how much labor and material detail you print on the estimate.

Work orders and invoices can also be created by phase, so you can keep cash flowing with progress billing. And the ability to send invoices per project phase—instead of per shipment—keeps the number of invoices to a manageable number.

By easily tracking labor, materials and billing by project phase, you quickly learn which activities are most profitable—and where you can focus improvements to boost your bottom line.

With the Construction Services Suite in your toolbox, you'll track labor as a separate item—and compare actuals to estimates to support decision-making and refine estimating processes.

Service-Focused Accounting

Specialized accounting features let you have things both ways. Now you don't have to choose between keeping accurate inventory counts and overloading your customer with invoices. Installed Sales and Contract Billing let you track inventory transfers to customer site, but hold back on billing until a project phase is complete.

Keep the tax collector and your customers smiling. In many jurisdictions, use tax must be calculated on the cost of materials, but not labor. You'll want this additional cost reflected in your quoting and gross margin reporting.

Improve decision-making and estimating accuracy with Job Costing. Use Construction Services Suite's array of pre-defined management reports to break out revenues, labor, materials, taxes—and, yes, profits—by job code. Find out which teams are best at controlling costs... identify trouble projects before they go underwater... and use periodic reports to refine your estimating processes.

Timely, Accurate Reporting

See the big picture or drill down to the details. Construction Services Suite comes complete with an array of management reports that help you stay profitable, minimize risk and boost customer satisfaction.

Complete capabilities
for installing, tracking,
costing and analyzing
this complex business.

- **Seamless solutions** for contract billing, installed sales, job costing and more
- **Fully integrated** with Activant Falcon®, an industry-leading solution for lumber & building materials dealers
- **Available** as an integrated suite or individually
- **Total solutions** including all the technology, services and support you may need



ACTIVANT®

ABOUT ACTIVANT

Activant, a leading technology provider of business management solutions serving small and medium-sized businesses, offers customers tailored proprietary software, professional services, content, supply chain connectivity, and analytics. Activant's systems are designed to help customers increase sales, boost productivity, operate more cost-efficiently, improve inventory turns and enhance trading partner relationships.

To learn more about this or other Activant products and services, please call 800.688.9606.



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Activant Solutions Inc. • 7683 Southfront Road • Livermore, CA 94551
Phone: 888.448.2636 • E-mail: industry.marketing@activant.com • www.activant.com

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