



JBG General Contractors, LLC

Overview

Country: United States

Industry: Residential Construction

Customer Profile

JBG General Contractors, LLC is based in Canton, Ohio, and specializes in “punch out” projects for new residential construction. It uses three computers: a desktop, a laptop, and a handheld in a P2P network.

Business Situation

JBG General Contractors, LLC needed a more user-friendly, cost-effective, functional, and integrated approach to accounting and customer and document management, and a way to customize client invoices.

Solution

JBG General Contractors, LLC deployed Microsoft® Office Small Business Management Edition 2006.

Benefits

- Easier business financials
- Comprehensive functionality
- Accounting savings
- Paperless office
- Business insight

General Contractor Saves Time and Money, Positions for Growth

“Small Business Accounting 2006 has all the functionality I would ever need, built right in and made available through a self-customizing process that takes place during installation.”

Rob Gorski, President and Chief Executive Officer, JBG General Contractors, LLC

Based in Canton, Ohio, JBG General Contractors, LLC specializes in new residential-construction projects. The owner of JBG General Contractors, LLC struggled for months to find software that was easy to learn and use, included comprehensive functionality without requiring add-ons, and provided the comprehensive integration necessary to keep the business running smoothly and position it for expansion. Finally, starting through a Microsoft beta program, the owner deployed Microsoft® Office Small Business Management Edition 2006. Since then, JBG General Contractors, LLC has saved time and money through a streamlined approach to accounting and customer and document management and established a largely paperless office.

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Rob Gorski, President and CEO,
JBG General Contractors, LLC

Situation

JBG General Contractors, LLC is a family-owned Ohio-based company that specializes in a phase of residential construction known as "punch out"—the final touches before the buyer takes possession and during the first few months after move-in. Such projects include everything from replacing doors, windows, and stairs to installing appliances, repairing walls and ceilings, and addressing any problems resulting from the initial settling of the dwelling.

Relying on subcontractors for the hands-on work, JBG General Contractors, LLC President & Chief Executive Officer Rob Gorski spends most of his time managing the business with the help of a desktop computer, a laptop computer, and a handheld computer running on a peer-to-peer network. The desktop and laptop computers run Microsoft® Windows® XP Professional Edition operating system and Microsoft Office Small Business Management Edition 2006. The handheld computer runs Microsoft Windows Mobile 2003 SE with Office Outlook® 2003 messaging and collaboration client with Business Contact Manager for Pocket PC.

Although JBG General Contractors, LLC has always used Microsoft Windows and Microsoft Office, for accounting purposes the business relied initially on QuickBooks Pro 2004 and then QuickBooks Premier Contractor Edition 2004. For Gorski, however, it was a continuing struggle to make QuickBooks work the way he wanted. "I consider myself computer savvy and ordinarily pick things up quickly, but working with QuickBooks was like trying to learn a foreign language," Gorski says. "The software took almost a minute just to load every time. Then, it presented a crowded and cluttered user interface with all sorts of items that I had no use for. Making sense of the items I did want to use was equally difficult, and it cost extra for the kind of technical support

that would enable me to do so. Then I learned that I needed to purchase add-on software for industry-specific functionality. But even after spending hundreds more dollars and many more hours installing and learning the add-on, it was almost impossible for me to do what I needed most: building customized invoices."

Solution

The situation changed in late 2004, when Gorski reviewed a beta version of Microsoft Office Small Business Management Edition 2006, including Microsoft Office Small Business Accounting 2006 and Microsoft Outlook 2003 with Business Contact Manager Update. "From the beginning, I felt that Small Business Accounting 2006, in particular, could rid the business of the problems we were enduring with QuickBooks," he says. "And I was right. In a single afternoon I had the software fully installed and functional, within days I had migrated everything I could, and since then I haven't looked back even once."

Benefits

Gorski has been more than satisfied with Microsoft Office Small Business Management Edition 2006, especially Small Business Accounting 2006, for what he considers its ease of use, cost-effectiveness, and functionality. As a result, he is working more efficiently, making clients happier, saving accounting costs, and implementing an essentially paperless business. He also feels that he now has the software he needs to position JBG General Contractors, LLC for growth.

Clean User Interface, Built-in Functionality

For Gorski, the biggest difference between QuickBooks and Small Business Accounting 2006 is the user experience. "For starters, instead of taking what seems like forever just to load, Small Business Accounting is up and

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running practically before you blink," he says. "Moreover, the user interface is far cleaner, and reminds me of Outlook, which I have used for years and like a lot. So even in the very beginning, it was easy to get things done."

Gorski now finds it easier to manage his business with the software he has, instead of having to purchase add-ons. "Small Business Accounting has all the functionality I would ever need, built right in and made available through a self-customizing process that takes place during installation," he explains. "The result is a solution that includes not only the industry-specific functionality I need, but also a user interface that features all the items I use daily and none of the ones I don't."

Even better, according to Gorski, through its integration with other tools in the Microsoft Office suite, specifically Word and Excel, Small Business Accounting 2006 enables JBG General Contractors, LLC to provide easily customized invoices to clients. "To build the template for a given client, I spend just minutes, instead of the hours it used to take me in QuickBooks," he reports. "Then, to build each invoice on that template, I click once to link with the original quote, and it's done. Clients have the information they need and in the formats they understand, which makes JBG General Contractors, LLC look good, and I save time in the process."

Gorski takes further advantage of the integration between Small Business Accounting 2006 and Outlook 2003 with Business Contact Manager for bidding on new jobs. "With Business Contacts for Pocket PC installed on my handheld computer, I can enter new customer information on the go", he says. "Later, I can upload the information into Outlook 2003 with Business Contact Manager on my desktop computer and from there into Small Business Accounting 2006, all in just a couple of steps. It's a smooth and

simple process, and I don't need the trouble or expense of third-party software to make it happen."

The integration between Small Business Accounting 2006 and Microsoft Excel® 2003 also represents an advantage for Gorski. "I'm not ordinarily an Excel user, but when I used QuickBooks, one of the only ways to get an understandable report was to export it into Excel, and even then it never worked quite right," he says. "But with Small Business Accounting I just click the Excel button from any menu and have an organized, functional spreadsheet with everything right where it should be."

"An Essentially Paperless Office"

For Gorski, having the fully integrated set of accounting, contact management, and desktop productivity tools provided by Microsoft Office Small Business Management Edition 2006 means eliminating most of his paperwork. "Having one software program that links all relevant documents helps me to make JBG General Contractors, LLC an essentially paperless office, with everything stored on a single DVD," Gorski explains.

For example, Gorski uses Small Business Accounting 2006 to automate such functions as debiting recurring monthly expenses from the bank account, sending statements and invoices, and maintaining comprehensive and easy-to-access project documentation. "When a project begins, I scan a work order into the computer and from that point the document is available for linking into the invoice I send to the client and the invoice the subcontractor sends to me," he says. "Both documents are easily accessible from our customer list so that if JBG General Contractors, LLC were ever audited the process would be simple. The seamless integration between Small Business Accounting and Office 2003 also makes maintaining accurate records and sending

quarterly reports to my accountant effortless.”

In fact, Gorski says that without Small Business Accounting 2006 he would have given up trying to build and maintain a fully linked system of project documentation on his own. “If I had stayed on QuickBooks, I would have had to farm out a lot of this work to my accountant, but with Small Business Accounting I can easily do it myself,” he says. “The more work I am able to do on my own the less work my accountant has to do. In my case, this results in about a 40% reduction in accounting fees.”

Insight to Keep the Company Growing

As with most small businesses, Gorski is eager to grow JBG General Contractors, LLC’s client and subcontractor base, and he believes that Microsoft Office Small Business Management Edition 2006 will help him to do it. “In an industry where marketing is largely word of mouth, keeping current clients happy is one of the best ways of winning new ones,” he says. “Our largest client tells me that the customized invoices built in Small Business Accounting are far easier to process than the ones I was sending before, and that helps to keep him happy.”

Gorski says that when JBG General Contractors, LLC wins new clients or hires new subcontractors, the process of incorporating the necessary documentation is much easier than it would have been in the QuickBooks environment.

“With the integration between Small Business Accounting and Outlook 2003 with Business Contact Manager, it’s second nature to add a new client or subcontractor to our books,” Gorski says. “In just a couple of steps everything is there—contact information, requirements for the IRS 1099 form, and account information.”

It’s equally easy, Gorski adds, to add new business functionality, such as support for credit card transactions. It’s also cost-effective. “There are always subscription fees, but with Small Business Accounting I won’t have to license any additional software” he says. “That’s because the functionality is already built in.”

Gorski says the customized invoices, automated addition of new clients or subcontractors, and addition of capabilities, such as credit card transactions, all are examples of how Microsoft Office Small Business Management Edition 2006 enables him to focus on making his business successful.

“With Microsoft Office Small Business Management Edition 2006, the reliability is there, the functionality is there, and with the integration of all the programs in the suite, there’s no worry about third-party product incompatibilities,” Gorski says. “What’s more, having such a wealth of financial and customer information so easily accessible makes it easier to know what we are doing right, what we might want to do differently, or what we might want to do that we aren’t doing now. It’s that kind of knowledge that helps me gain the insight I need to work most effectively with partners and customers, and to keep the company growing.”

For More Information

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For more information about JBG General Contractors, LLC products and services, call 330-284-0123. www.jbggc.com

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Software and Services

- Products
 - Microsoft Office Small Business Management Edition 2006
 - Microsoft Office Small Business Accounting 2006
 - Microsoft Office Outlook 2003 with Business Contact Manager Update
 - Microsoft Windows XP Professional SP2
 - Microsoft Windows Mobile 2003 SE
 - Microsoft Office 2003 Professional

Hardware

- Toshiba Satellite M35-456
- HP Pavillon Desktop a642n
- HP iPAQ hx-2755 (Pocket PC)
- HP Office Jet PSC 2510 AIO
- Linksys WRT54GS Wireless Router
- Canon CanoScan LiDE 35

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