



# ANTERRA PROVIDES MODERN NIAGARA GROUP WITH NEW WATERFALL OF STRATEGIC CAPABILITIES



## SUCCESS STORY

As one of the largest commercial mechanical contractors in Canada Modern Niagara has found tremendous success working in a decentralized business model that with eleven companies operating in seven Canadian provinces.

Modern Niagara provides heating ventilation and air conditioning installation and service to the commercial and institutional construction sectors. Their delivery model includes bid and specification, design-build, and public/private partnerships. Additionally, their service group provides comprehensive maintenance programs and energy solutions to a wide variety of industries.

Modern Niagara began working with Anterra Technology in an effort to create a single, accurate source of reporting data and a common reporting language across its various companies and employees. Anterra helped Modern Niagara to achieve this goal by providing “real time” views of project data by company, division or project manager.

“One of the many benefits of the solutions provided by Anterra is that we are now able to reduce the amount of back end resources required to grow,” said Tony Sottile, Modern Niagara Group CEO. “We have the best of both worlds now; we are able to embrace the business advantages of working in a decentralized model; while simultaneously enjoying the strategic benefits of a centralized understanding of our business. This has increased our competitiveness and created new opportunities for growth. Anterra has put us a level well above our competition.”

## THE CHALLENGE

Over time, Modern Niagara’s decentralized business model had resulted in differing reporting methods for evaluating project performance, particularly among project managers. Each project manager might have their own unique way of analyzing their projects. These various reporting practices were time and labor intensive both in the effort to consolidate the information into a company wide view and in developing responsive business strategies as it took time to get everyone on the same page.

## THE CUSTOMER

Modern Niagara has 7 divisional offices and eleven companies. They provide comprehensive mechanical contracting and service solutions to both large scale and local customers

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Tony Sottile, CEO





“ANTERRA HAS IMPROVED  
OUR STRATEGIC DECISION  
MAKING CAPABILITIES”



Anterra's Website and Blog:  
[www.anterratech.com](http://www.anterratech.com)  
[www.anterratech.com/blog](http://www.anterratech.com/blog)

Modern Niagara's Website:  
[www.modernniagara.com](http://www.modernniagara.com)

Modern Niagara needed a single source of truth for reviewing and analyzing project information as well as a way to produce reports faster, eliminate time spent creating spreadsheets, and extend the capabilities of their existing Timberline job costing system.

“We were searching for ways to make our Timberline data more flexible when we were referred to Anterra,” said Kevin Goodhue, Modern Niagara’s Business Systems Manager. “What started as an effort to establish quick consistent views of our project information has become a single source project management tool that is fully integrated with real time Timberline financial data. Additional and unexpected benefits include the browser based user interface, standardization of reports that can be exported to Excel, and the visibility of project financial data. We now spend less time trying to agree on where we are and more time on planning for improvement.”

## THE SOLUTION

Modern Niagara implemented anterraDataCenter™ which consolidates data from multiple Sage Timberline Office folders into a single Microsoft SQL™ data warehouse. They then implemented anterraBIT™ to produce reports that align staff to key performance indicators through intuitive dashboards, scorecards and reports. This provides their construction and finance teams a clear understanding of project status, work in progress, project cost, and project margin and creates an in depth look at other critical data including profitability and profit gain or erosion by company, division, project manager, or project.

## THE RESULTS

Business benefits realized by Modern Niagara as a result of implementing Anterra’s solutions include:

- Daily analysis and information on projects in an easy-to-consume format
- Reduction of the time to produce reports from hours to seconds
- Establishment of a common language between project management, accounting and other key decision makers
- Easily accessible web browser interface to project information
- Access to new business dashboards including reports, scorecards, grids, drill down to costs, views of electronic AP invoices, WIP reports and project forecasting
- Industry expertise from Anterra’s seasoned team of construction and real estate experts

“We have made so much progress with the business intelligence solutions from Anterra, that we are now looking for ways to apply these solutions to other parts of our business,” said Tony Sottile, Modern Niagara’s CEO. “We feel like the sky is the limit in terms of how we can use Anterra’s solutions to enable our growth.”

With a large workforce distributed across several divisions Modern Niagara’s staff can access key reports and information on any browser.

“Anterra’s user interface is very flexible, we’ve made it look like a Modern Niagara system”, added Sottile. “We trained our divisional staff ourselves which led to greater system ownership and adoption.”

## CONTACT ANTERRA

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