

# anterraBI™ Customer Success Story

## AIRIA Development Co.



### REAL ESTATE DEVELOPMENT

AIRIA Development® Company is a real estate development company that manages, operates, and develops residential and multi-use properties for residents and home seekers.

Their portfolio of services includes land development and master-planned communities and services for the 2,000-acre community of ALIANA® in the Richmond, Texas area and the 2,200-acre community of ARTAVIA® in Conroe, Texas area.



### THE BENEFITS

- Access historical GL transactions
- One-click quarterly financial statements
- Easy to use and adaptable
- Track critical KPIs including the top five performing properties
- Create monthly cash flows in moments, not hours

**“Instead of manually entering numbers in spreadsheets from multiple locations, Cash Flow is a menu item in AnterraBI™, and I can immediately drill down to the transactional detail.”**

— Liz Gregory, Controller

### THE CHALLENGE

AIRIA Development builds beautiful master-planned communities in prime locations in Texas. Developed lots are sold to builders to create homes where residents of all ages can live, work, play, gather and build memories. Premiere builders choose AIRIA, like Ashton Woods, Coventry Homes, Highland Homes, J. Patrick Homes, Lennar, Meritage Homes, Partners in Building, Perry Homes, Sitterle Homes, Village Builders, and Westin Homes.

AIRIA uses Sage 300 CRE for its construction accounting. Each project is created as a separate entity in Sage, however, financial forecasts are not created by that solution. Controller Liz Gregory wanted a system that could 'digest' Sage data and combine it with forecast data. Most accounting solutions are great for showing history, but few can look forward. Anterra gave her the best of both worlds.

## THE SOLUTION

Back in 2012, AIRIA searched for a solution that could provide quarterly financials, extracted from their Sage 300 CRE system. They found AnterraBI™ could not only pull data from Sage but add value to the extraction in the form of financial forecasts and cash flow projections.

AIRIA has been using Anterra since 2012 and the companies have grown together over the years. Client feedback drives the road map at Anterra, and Liz was instrumental in the development of consolidation groups which allow reporting on any combination of entities. As AIRIA grew, its accounting strategy evolved as well. Decisions were implemented to view the financials less as 'company specific' and more of a 'global' view.

With AnterraBI™, you can combine current and historical transactions to prepare a multi-year income statement at the click of a button. That feature alone has made Liz an Anterra advocate for life.

**“Anterra has great Customer Service. The staff is wonderful to work with and is always helpful creating custom solutions or empowering me to create my own.”**

— Liz Gregory, Controller

**“The company is very progressive and has grown WITH us over the last ten years.**

**What we need, they basically develop for us. Other software companies can't or won't do that.”**

— Liz Gregory, Controller



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