

# anterraBI™ Customer Success Story

## Modern Niagara



### INTEGRATED BUILDING TECHNOLOGY

Modern Niagara helps building owners, managers and general contractors meet the mechanical, electrical and Integrated Building Technology needs of their properties.

They also offer building services that include proactive and emergency maintenance programs.



### THE BENEFITS

- Easily accessible web browser interface to project information
- Common language between project management, accounting, and other key decision-makers
- Daily analysis and information in an easy-to-consume format
- Time to produce reports reduced from hours to seconds

**“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.” — Tony Sottile, CEO**

### 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.

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 Sage 300 CRE job costing system.

## THE SOLUTION

Modern Niagara implemented AnterraDataCenter™ which consolidates data from multiple Sage 300 CRE folders into a single Microsoft SQL™ data warehouse.

They then implemented AnterraBI™ 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.

**“This has increased our competitiveness and created new opportunities for growth. Anterra has put us a level well above our competition.”** — Tony Sottile, CEO

**“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.”**

— Kevin Goodhue,  
Business Systems Manager



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