

anterraBI™ + Acumatica Success Story

Forza Group



BUILDING STRENGTH

Forza Group, Inc., formerly Patrylo, Inc., is an integrated suite of companies including Patrylo, Inc., Forza Design, Forza Electric, Forza Facade, and MetalTech Global. “Forza” is the Italian term for strength.

Services include project management, planning, design, engineering, process controls, industrial automation, industrial maintenance, construction management, and design-build.



THE BENEFITS

- Live data relative to job status on both forecasting and profitability
- Measuring across Project Managers and staff's performance based on the project
- Up-to-date job margin and forecasting provides job status at any point in time
- Better business management via accurate backlogs & cash forecasting

THE CHALLENGE

“The deep knowledge of how financial construction works is what makes Anterra unique. The people at Anterra understand how everything is connected.” — Will Armstrong, CFO

Forza Group's portfolio includes diverse construction-based services from industrial design and construction, to electrical services and specialized metal fabrications.

A change in ownership in 2019 and subsequent growth strategy called for a modern, cloud-based construction ERP system. Forza became an early adopter of Acumatica Construction Edition, which was introduced to the market in 2018. The company exported accounting data to Excel for financial reporting.

When Will Armstrong was recruited to join the Executive team as CFO, he wanted financial reporting “outside of the Excel world.” Anterra's successes with Sage CRE and Viewpoint integrations gave Will the confidence to green light Anterra's latest integration with Acumatica.

THE SOLUTION

Forza utilizes both the Financial Dashboards and the Construction Dashboards in AnterraBI™. The implementation has been a beneficial learning curve for both companies, as they collaborated to develop for the specific needs of a multi-entity company's financials.

“Where are we going to be in the next six months, twelve months, five years? The visibility Anterra provides will help us decide where we will want to be, in terms of growth.”

— Will Armstrong , CFO

“I believe that Anterra sees that Acumatica is a new leader in the construction software world and they are making a concerted effort and significant investment to succeed there,” Will remarked. “The deep knowledge Anterra has of how financial construction works is what makes them unique. My experience has been that software companies in general know their specific area very well, but don't necessarily know the whole construction financial picture. I am confident that the people at Anterra understand how everything is connected, and that makes the solution holistically better.”

“The commitment and the level of expertise from Anterra have been very impressive.

Anterra identifies and resolves any data issues quickly. They keep us right on top of our game.”

— Will Armstrong, CFO

