



From Siloed Data to a Unified Solution:

sage 300
Construction and
Real Estate

How Anterra Helped All Weather Contractors Integrate Data & Increase Financial Visibility

“Anterra’s integration with Sage 300 CRE has streamlined our operations, reduced manual effort, and provided the visibility we need to grow with confidence.”

Pat Quick
CTO All Weather Contractors

THE CHALLENGE

All Weather Contractors started as a small painting and maintenance company but grew into a full-service provider, including HVAC, plumbing, roofing, and general contracting. As they expanded, so did **their challenges**.

Their biggest struggle? **Disjointed data**. With multiple business lines and different software for financials, projects, and operations, they lacked a clear, unified view of performance.

Most systems only tracked project-level details, but nearly **two-thirds** of their work fell outside traditional project management. This made it nearly impossible to get accurate insights on how the entire business was doing.



We’ve gained a unified view of our financial and project data, enabling quicker, more informed decisions across the business. Anterra has given us the visibility we need to drive long-term growth and operational efficiency.

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THE ANTERRA SOLUTION

All Weather Contractors turned to Anterra to break down these silos. They had previously used Anterra for dashboards but hadn’t fully adopted it. After revisiting their needs and frustrations with other systems, they saw Anterra’s full potential. Anterra provided:

- ✓ **A Unified View:** Integrated data from Sage 300 CRE, project management tools, plugins and other systems into a single dashboard.
- ✓ **Financial Clarity:** Near real-time data flows from Sage 300 CRE to SQL and Power BI, providing visibility into project costs, labor, materials, and profitability.
- ✓ **Automated Reporting:** Eliminated manual data entry and improved financial accuracy.
- ✓ **Full Visibility Across Departments:** Provided insights beyond project management, including marketing, sales, and the MS Power Platform.
- ✓ **Enhanced Project Oversight:** Enabled PMs to monitor progress and track performance metrics effectively.
- ✓ **Advanced Automation:** Built Robotic Process Automation (RPA) and Intelligent Automation (IA) for greater efficiency.
- ✓ **Scalability:** Supported the company’s seamless transition into an Employee Stock Ownership Plan (ESOP) while ensuring operational stability.



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