

# BUILDING SUCCESS



Panera Bread electrical project – completed and ready for business

## featured

- S&S Electric
- Foundation Software

## Fourth Time's a Charm!

### New York electrical contractor focused on finding an accounting system to fit their business needs

Imagine owning not one, not two, but three previous accounting systems that all failed to get the job done. S&S Electric, a union electrical construction company located in Schenectady, New York, found themselves in this very predicament. S&S Electric performs work on commercial, residential and industrial projects within the state of New York.

Laurie Milewski, Office Manager at S&S Electric, worked diligently with all three systems – trying to make the programs fit their business. Try as she might, Laurie always found herself double-checking information and was constantly burdened with concerns of passing along unreliable financial data to the company's executive management team. Additionally, Laurie found that the inefficiency of each system was keeping S&S Electric from achieving their corporate goal of providing customers with timely service and complete satisfaction. This was a frustrating, vicious cycle until a magazine advertisement on FOUNDATION® for Windows® caught Laurie's weary eye.

S&S Electric decided that if they were to switch a fourth time, they would need to be 100% convinced of the new system's ability to fit their business. Additionally, the company that provided this system would need to prove a stellar reputation in terms of

both service and support on the product. "We weren't going to believe what was told to us; we were going to need proof this time," commented Laurie, based on her experience with the last system they had purchased.

#### THE CHALLENGE

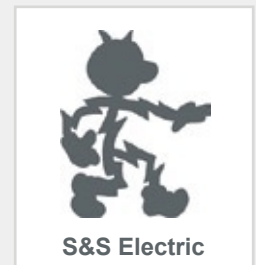
As S&S Electric began their search by calling Foundation Software, it was both exciting and terrifying.

Laurie comments, "Our initial system was basically manual. We incorporated the use of a few spreadsheet programs, but as we grew it was obvious that we just couldn't continue using these methods."

S&S Electric then switched to a generic accounting system, which did not handle the demands of a busy, union construction company.

On their third try, S&S Electric purchased a well-known, construction-specific system and were promised that it would easily meet all of their needs. "By this time we knew that we needed a system designed for construction. What we didn't see coming were the broken promises from that company's representation. Their program was hard

## CUSTOMER



## CORPORATE PROFILE

S&S Electric  
Schenectady, NY  
Electrical Construction  
Commercial, Residential, Industrial  
Employees: 19  
Annual Revenue: \$5 Million

## SYSTEM PROFILE

### Foundation Software Modules in Operation

- Job Costing
- Payroll
- General Ledger
- Accounts Payable
- Accounts Receivable
- DataGenie Designers

to work with, technical support was a nightmare, and it still could not get us the reporting we wanted – a huge disappointment. By now, I was very skeptical that we would ever find a good, solid accounting program that would match our requirements."

## BENEFITS

- Eliminated duplication in work, saving time
- User-friendly with unlimited flexibility
- Improved reporting abilities for accountant and bonding agent
- Reporting accuracy that provides increased confidence on job numbers and financial data

## THE SOLUTION

After the initial FOUNDATION for Windows demonstration, S&S Electric was hooked. Laurie comments, "Having been through this process before (three times), we had seen the gamut of construction accounting systems. FOUNDATION for Windows was impressive and we took great care to run it through numerous tests to make certain it fit our needs. Equally impressive to me was the knowledge level of their sales representative and support personnel."

**"If you need accounting software that is accurate, flexible, and easy to work with, FOUNDATION for Windows is the system for you. The company is also great to work with. Training is excellent, regardless if you are working in-person or through an on-line connection. Their technical representatives are knowledgeable and can communicate in a way even a novice computer user can understand."**

"After the terrible systems in our past, it is refreshing to work with a company that has our best interest in mind. I am now able to focus on keeping our customers happy and building our business."



Work performed during construction of Panera Bread



Completed and ready for business