

## Small Business Construction Technology

Remember when you were busy signing new contracts, getting plenty of business, trying to juggle all your commitments, scheduling crews, putting out fires and doing everything you could to keep everyone happy? During this time, it was hard to do everything you wanted to do.

When you are busy, you don't have time to invest in technology either. You are too busy keeping up with the workload, getting bills paid and cranking out estimates and bids. Contractors who have postponed making technology a top priority, let the big business world pass them by. Construction company customers now demand instant communication, project websites, up-to-the-minute schedule updates, online procurement and building information modeling. Contractors are now faced with the choice to catch up with technology to work on many project opportunities or just go after the simple jobs, which have increasing competition and lower margins.

While contractors had no problem hiring another superintendent or buying another truck, they've resisted and postponed adding a technology consultant, information technology manager or the latest integrated construction software package to their business cost. This decision cost them years on the required learning curve and reduced their corporate capability to work on sophisticated projects with the best customers. Now they face an uphill battle to scramble and keep up with customer's requests and requirements.

Technology has changed the way small businesses conduct daily operations. Even simple home remodel customers now demand online selection of the many choices for finishes and installation options. The old model of a fax/copy/answering machine, cell phone, yellow pad, adding machine and meeting the customer at the hardware store to look at samples are long gone. A priority must be to install a fully integrated accounting, estimating, and project management software system that allows you to make good business decisions. This takes an investment to buy the best software, fund a training program, and hire a competent progressive manager to implement and maintain it to help you build a professional business.

While it is crucial for businesses to stay current with new technology in order to compete in the marketplace it is equally crucial for the same businesses to be able to make money using those technologies.



Smart business owners quickly learn the difference between the technology they want and the technology they need to stay competitive.

## Year End Prep

If your company needs assistance with your year end closing, please call our office to schedule your appointment. Our calendar is already filling in.

Again this year we will be providing tax forms at cost to our customers. There are no major changes in tax forms this year; should you have any envelopes left over from last year they will work this year. Pricing has not changed and is as follows:

W2 Laser 8 Part form - 35¢ each  
1099 Misc Laser 4 Part - 25¢ each  
Double Window Envelopes - 25¢ each

All laser forms print 2 per page. We also offer a tax form processing service. We will verify your SMB data and print your W2's and/or 1099's. Please contact our office, if you haven't already, to place your order for forms or get pricing for us to do the job for you at support@wrightoffice.com.

**Reminder...there will be no Sage Master Builder Version 13 tax release for 2010. We highly recommend that Version 14 is installed as soon as possible; don't wait until the last minute!**

## Tech Support

### Calls From Our Customers



Our office has received many calls when a report will not print in SMB Version 14. Most cases are simple fixes with the syntax, the rules in the formula, and are almost always due to the SELECT statement. Earlier versions of SMB were very forgiving with the SELECT statement but not Version 14.

For instance, you want to get the employee first and last name from the employee table that matches the supervisor in a job. The statement would be:

```
[SELECT employ.fstnme employ.lstnme FROM employ  
WHERE employ.recnum = {actrec.sprvsr}]
```

What we would like to point out in the example is the braces around {actrec.sprvsr}. In prior versions of SMB, the braces were not mandatory; in this version, it is.

If you have a report that ran fine in SMB V13 but will not in SMB V14, read the error message. If the SELECT statement is the problem, the message will tell you. It will also tell you if it was the report or form and the calculation that it may have a problem with. Check for the { } on the field right of the = sign.