

PT Masonry

PT Masonry has been committed to masonry excellence since it was founded in 1974. Serving the Greater Bay area, this Campbell, Calif.-based masonry company offers services ranging from brick and stone veneers, chimneys and fireplaces, and stone and block retaining walls to stairs and walkways, stone and brick patios, and repairs on existing and damaged masonry.

To provide uncompromised quality and ensure its projects are completed in a timely manner, PT Masonry leverages the best tools and materials available and employs a team of skilled and seasoned masons and laborers.

Eliminating the Paper Trail

Tory Tesauro, president of PT Masonry, and his brother, Leo, who handles the accounting end of the business, explained how their company had been stagnant for a few years and they were ready to take it to the next level.

They were using multiple software packages to manage operations, but were taking advantage of only limited features in each package. They used Bluebeam and 360 View for takeoff, then would calculate their estimates manually, and enter the data into QuickBooks to create a formal estimate. For each new job, they would go through the same process, entering much of the same materials and labor over and over again. On the accounting side, other than online banking, PT Masonry's financial records formed a long paper trail that was collected at the end of each year and handed over to their accountant.

"We were never able to track our costs very well in the past," explained Leo. "If prices were fluctuating, we just went with what we knew. We had no historical trail of information. If the costs on our materials increased, we would have to eat those costs and at the end of the day figure out how to remain profitable. We lacked resources and it took great effort to be profitable or to assess our profitability."

Streamlining Processes

Realizing that the right technology could propel the company forward, PT Masonry selected ProContractor™ by Viewpoint to help streamline its processes and become more efficient. This complete construction business management solution provides end-to-end control of critical business operations – from takeoff and estimating through job cost accounting and project management, and ultimately for critical reporting and analysis.

"The ability to quickly and accurately perform a digital takeoff in ProContractor is a big advantage for us," said Tory. "Before, a typical job would take three to four hours just to perform the takeoff and it was a very frustrating process. With ProContractor, we can complete a takeoff in about one hour."

CUSTOMER OVERVIEW

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With ProContractor, PT Masonry can also use the detailed data from takeoff to easily create estimates, reduce data entry, and improve the accuracy of the bids. By automating and tightly synchronizing these processes, the company can keep track of fluctuating prices and prevent overbidding or underbidding jobs. Tory adds, "The software enables us to keep track of our materials and labor from one job to the next, which is valuable time savings."

Using ProContractor's job cost accounting and financial management capabilities will be a total change for the masonry company. "Now, with the reports available in this solution, we will be able to see more clearly where the money comes and goes and maintain better control of our financials," said Leo.

As part of the Tesauro brothers' effort to improve operations and profitability, they are expanding their offerings to the commercial market. "To get commercial jobs, we must be union or offer prevailing wage," explained Leo. "Prevailing wage was too difficult to manage before. The Davis-Bacon capabilities in ProContractor will help us pursue this new avenue of our business and new source of revenue." ProContractor offers the capabilities for Davis-Bacon Certified payroll reporting, union, workers' compensation, and benefit tracking for merit shop.

Propelling the Company Forward

"There are just two of us that run the company and we don't have the resources to leverage multiple software packages," explained Tory. "Our typical day consists of running to job sites, talking to banks, creating estimates, paying bills, and much more. We needed a quick, efficient, and seamless software solution that would handle all the many aspects of our business."

"We are beginning with the features that are a necessity to our business. The software is comprehensive and allows us to grow into it as we're ready," said Tory. "ProContractor will help us get and stay organized and know our bottom line. Having our plans available in our estimating process and through final payments will be a major benefit. We believe this all-in-one tool will help us run our company more efficiently and increase our profits."

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President