

★ info

Newsletter for Sage Timberline Office

17316 Kenyon Avenue
Suite 103
Lakeville, MN 55044
(952) 435-9700
(952) 435-9708 fax
(888) 660-9708 Toll Free
info@techwaremn.com
www.techwaremn.com

Techware News

September Pricing Special!

Back by popular demand—Purchase 1/2/3 uses, get 10%/15%/20% off, respectively. (Does not apply to off-schedule products.)

Check out our new web site!

www.techwaremn.com

Popular products you might want to check out—

- **TimberScan**—a paperless A/P approval system designed specifically for Timberline. For a free web seminar, [click here](#).
- **MyAssistant**—easy to use tool that actively monitors your business and notifies you of details to keep it running smoothly. For a free web seminar, [click here](#).



SAGE TIMBERLINE OFFICE

SAGE MASTER BUILDER

2009 Summer Update Release Offers Enhanced Productivity

Sage released an update to Sage Timberline Office Version 9.6 in August. This update includes enhancements designed to increase productivity.

• **Streamlined Installation**

With the new Sage Installation Manager you can install software updates to all your workstations from your server.

• **Improved Payroll Workflow**

If you enter employee hours worked within Field Reports, you now can choose to have those hours sent directly to payroll.

• **Project Management Creates RFI**

To streamline the RFI process, you now can create an RFI directly from the Field Report task.

• **Inquiry Interface Enhancements**

The Table and Form views in Inquiries now have a modern look and feel. You can opt to use the new interface or continue to use the classic view.

This release gives you the ability to print all the rows in an inquiry. You also can add or change conditions and select ranges to control the rows printed.

• **Purchase Order Workflow Improvement**

When creating a Purchase Order from a Work Order, the Work Order location description will automatically appear in the PO.

• **Native File Format**

Within Document Management, you now can import, route, and work with documents created using Microsoft Office and Adobe in their original file format. Document Management keeps an archive of transactions



and retains the original format.

• **Include Tax In Inventory Value**

You now have the option of posting materials received in Purchasing at their net or gross value.

• **Keeping Up With Technology**

64-bit compatibility now includes Document Management and DocuVault.

• **Send Sage Feedback**

Now you can submit enhancement requests directly to Sage from within Sage Timberline Office. You also can view other users' comments and track the status of your request.

• **Ready To Upgrade?**

Keep in mind, that if you are on Version 9.4, there is no need to upgrade to 9.5 before installing 9.6—we recommend you go straight to 9.6. Call us for assistance. ★

ARRA Legislation Includes \$140 Billion In New Construction Spending

The American Recovery and Reinvestment Act of 2009 (ARRA) was signed by President Obama on February 17, 2009 to stimulate the economy out of recession. There are high hopes that the ARRA will provide both long and short-term growth and benefits. Many of these benefits relate directly to the construction industry. In this article, we will discuss the portions of the legislation that directly benefit construction, and how your company can leverage the opportunity.

New Government Spending On Construction

Along with \$787 billion in tax cuts, the ARRA legislation calls for new government spending to stimulate the economy. Among the 230 programs and project areas, \$140 billion is earmarked for construction spending, including rebuilding energy and physical infrastructures and transportation improvements. In addition to the billions available for shovel-ready projects, the legislation includes a wide array of tax incentives and new financing opportunities designed to help small businesses.

Opportunities For Public Sector Contractors And Subcontractors

If you are an experienced government contractor, you are already familiar with the bidding process. But with the current state of the economy and the high visibility of ARRA projects, you can expect stiffer competition. It is anticipated there could be 30 to 40 contractors bidding on each ARRA project. This means you will have to bid on more jobs to get the work your company needs to thrive. And your bid amount needs to be as low as you can make it, while still preserving profit for your company. That is where the Sage

Timberline Office Estimating Solutions can help.

Time is of the essence when it comes to the bidding process. The estimating process is fast and accurate with Sage Timberline Office Estimating. As a starting point, you can find and analyze historical estimates in your system to determine the best opportunities within the ARRA for your business.

Then use the software to speed your estimation process, using takeoff automation, assemblies, and industry-specific databases. The estimating software also will allow you to easily make changes and last minute adjustments, and ensure compliance with government regulations.

Integration to project management and accounting enables you to compare budget to actual costs to keep your projects on target and incorporate pricing directly from a change order into your estimate. The ability to protect your profit margins is what will separate your company from the competition and ensure long-term success.

Researching ARRA Projects

With the billions of dollars available for projects, it is worth your while to stay on top of the available projects and spend time identifying opportunities that are a good fit for your organization. We suggest you bookmark and visit the following Web sites regularly to stay up to date on the latest announcements and reports:

- Official Recovery Act site:
www.recovery.gov
- General information about ARRA:
www.propublica.org
- State-specific stimulus estimates and fact sheets:
www.agc.org/stimulus

Because of the regulations and competition surrounding government projects, experienced government contractors are more likely to be successful. However, even less experienced contractors still can claim a piece of the pie by taking on subcontract work. Getting your foot in the door is sometimes the hardest part in landing government contracts. The experience you gain as a subcontractor can help you compete for prime contracts in the future.

Tax Incentives

Along with project opportunities, the ARRA legislation includes tax incentives to help your organization realize more profit. These include the ability to delay the three percent withholding on government contracts for one year, through 2012. You also have the opportunity to more fully expense capital purchases, or accelerate depreciation, depending on your situation. There is also an ability to carry back a net operating loss for five years if your business has less than \$15 million in gross receipts. Other incentives include the availability of various bonds, especially for renewable energy and energy conservation projects.

Summary

Organization, speed, and accuracy are the keys to securing government contracts and ensuring profitability. Your Sage Timberline Office and Estimating software provide the tools you need to get there.

Please call us with your questions. ✨