Retrofitting Stonefield Query on BusinessVision Improves Profitability

Company Name

Brighter Mechanical Limited

Established

1988

City

Richmond, BC Canada

Website

www.brightermechanical.com

Contact

Clint Callow

Title

Office Manager

Industry

Plumbing Services

Query Version

Stonefield Query for BusinessVIsion

Dealer

Stonefield Software Inc.

City

Regina, SK Canada

Website

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Email

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Notable Quotes

"Crystal Reports is a mainstay that has been around forever. However it is so convoluted that it is next to impossible for the average person to use. Stonefield Query does way more and the ease-of-use far outweighs anyone else's product."
Clint Callow

Brighter Mechanical in the Spotlight

Brighter Mechanical Limited is a plumbing contractor located in Richmond, British Columbia, Canada. They offer a complete range of services from boiler installations and plumbing repairs to retrofit services. Established in 1988, they have become one of British Columbia's largest and most respected organizations for plumbing and retrofit services.

Clint Callow is the Office Manager with Brighter Mechanical. In 2004, he learned their accounting software was going to be discontinued and decided to upgrade to BusinessVision. In 2007, Clint was the individual responsible for bringing Stonefield Query on Board.

The Brighter Mechanical Problem

After the upgrade to BusinessVision was complete, Clint began the process of designing and customizing the reports he required. He attempted to work with Crystal Reports and found it complicated and he did not have the time required to learn it on his own.

Clint sought the help of a certified Crystal Reports Consultant to help him design and customize the reports he required. Even with a consultant, he found the process of working with Crystal Reports was complicated. It typically took several days to create a new report or make simple changes to an existing one.

The major source of Clint's frustrations with Crystal Reports occurred when they attempted to modify a report to exclude records that had a cumulative total equal to zero. After attempting to revise the report several times, records with a zero total would still display. Clint's consultant worked with Crystal's support team to fix the problem but after several days of trying, they could not create the report the way he wanted it.

Clint needed to find an affordable easy-to-use reporting solution. "I looked at several report writers, many of them looked like they would do a good job reporting against the financial side of our business," said Clint. "However none of them could generate the job costing reports that we required. The job costing reports are crucial to the success of our business."

The Stonefield Solution

As Clint searched for a reporting solution, he looked through the Sage Add-On Catalogue where he discovered Stonefield Query. Clint was impressed with what he read and wanted to learn more so he attended an online webinar. During the webinar, Clint discovered that a beta version of Stonefield Query for BusinessVision would be released soon.

Before Clint decided to purchase Stonefield Query for BusinessVision, he downloaded the free thirty-day trial version of the software. "I was impressed with the potential of Stonefield Query based on the write up in the add-on catalog. After I attended the webinar and demoed the software, I was blown away with what I had found," said Clint. "The thing that amazed me the most is how easy Stonefield Query is to learn and use. I think that anyone with even the most basic computer skills could easily learn how to create detailed and professional looking reports on their own."

The Result

Stonefield Query for BusinessVision has given Clint the independence to create or modify reports on his own, without needing a consultant or an advanced programming background. Clint has been able to create a variety of templates for all facets of their business that attack all modules in BusinessVision with only the information he requires.

Stonefield Query has helped Brighter Mechanical become more profitable. Clint created a number of multi-year reports that allow the company to compare how jobs are doing from year to year. This gives them the ability to create better budgets and provide accurate quotes when bidding on new jobs. As a result, they provide their clients with better service and the company runs more profitably.

Brighter Mechanical has used Stonefield Query for BusinessVision since June 2007, and have recently upgraded to the latest version of the software.

"Job Costing drives our business and Stonefield Query is the only reporting tool that allows us to access all of the data in our job costing centers," said Clint. "I highly recommend it to anyone looking to improve the profitability of their business."

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