



## Timberline Office



### CUSTOMER

*Page Electrical Corporation*

### CORPORATE PROFILE

*Headquarters*

*Leominster, MA*

*Type of Business*

*Electrical Work*

*Web*

*www.page-electric.com*

### *Timberline Office modules:*

*Project Management*

*Financial Statement Designer*

*Cash Management*

*Payroll*

*Purchasing & Inventory*

*Contracts*

*Service Management*

*Accounts Payable*

*Accounts Receivable*

*Billing*

*Equipment Cost*

*Inquiry Designer*

*Report Designer*

*Job Cost*

*General Ledger*

*Information Assistant*

*Service Agreements*

*Estimating*

*Explorer*

*Comm Elect / Industrial*

*Scheduling Integrator*

*Viewer*

*Digitizer*

*Buyout*

*License Manager*

## Page Electrical switches to Timberline to recharge business



It began as idle conversation between strangers at a business dinner, but by night's end Ken Page knew he was onto something.

Page found himself seated next to Steve Wasielewski of United Solutions, a business partner of Timberline software. The talk soon turned to Page's electrical business.

"I was describing the C/F Data software we were using, and Steve kept telling me that his software could better serve my needs," Page recalls from that evening in 2001. "After a few hours, I was convinced that I should learn more."

A meticulous businessman who leaves nothing to chance, Page began to investigate every major supplier of software designed for businesses like his. He read several Web sites and stacks of product literature before deciding that United Solutions and Timberline deserved a closer look. When he met again with Wasielewski, he came away ready to act.

"United Solutions had the right software and they were local so they could serve us. I also liked the fact that their software met the criteria for open database

connectivity, which means that different programs can communicate with one another," Page observes from his headquarters in Leominster, Mass. "It was an easy decision."

Page bought nearly every Timberline module and worked his way through each one. Today 16 Page Electrical employees use the software to manage everything from estimating to accounting. In a short period, Page has moved from an unreliable system that crashed nearly every day to a system that helps his team save time and money with every use.

Timberline software has helped Page achieve steady growth since 2001. Now generating some \$6 million in annual revenue, Page and his team of 50 employees perform electrical and security work for general contractors and commercial building owners. Projects range across public schools, universities, commercial buildings, even paper mills and plastics shops.

What Page values most is Timberline's flexibility in producing comprehensive reports that give him the data he needs in one place. "When I used C/F Data, I often had to work from three

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*Ken Page  
President  
Page Electrical Corporation*

### Current Projects

Fitchburg Airport

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Draper Labs

•

Brooksby Village

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Lunenburg Public Library

•

Taco Bell

•

Jesuit Regional Center

•

Blue COD

separate reports to get the information I wanted," he says. "With Timberline's Job Cost module, I custom-design my report so that I have all the information I need."

Page also finds the software useful in managing worker's compensation issues. With his old system, he was unable to classify workers according to their liability rates. As a result, in some cases he ended up paying more for insurance that he needed to. Now with Timberline accounting software, he can classify workers according to their trade, ensuring that he pays the appropriate rate for every worker on every job.

As much as he values the current software, Page is eagerly awaiting the next round of upgrades. "I'd like to see even more flexibility with contracts and better integration between service management, purchasing and the address book," he observes.

Page also looks forward to the next users' conference at United Solutions in Marlboro, an annual event that five of his people attend each year. "I find the confer-

ences useful," Page remarks. "We always pick up some good ideas that we can put to use with our system. In the future, we would benefit especially from a class geared to subcontractors like us."

A stickler for knowledge, Page has invested the time to learn every nuance of the software packages he runs. He implores everyone -- his own employees as well as United Solutions and Timberline representatives -- to do the same. "These are highly flexible software applications with multiple layers of capability," Page says. "The better people know them, the more value we can reap from them."

#### CHALLENGE

Find a new software system to improve efficiency and reduce costs for this leading electrical corporation.

#### SOLUTION

The full line of Timberline software applications.

#### RESULTS

Streamlined reporting capability that saves time and money. Better management of workers' compensation issues, resulting in lower liability insurance rates.



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