



“We do everything through Jonas now”

A ONE-STOP SOLUTION THAT DOES IT ALL

Since 1939, **Turner Long Construction** has provided full service general contracting services to the Virginia, Maryland and DC areas. With 70+ years experience, Turner Long collaborates on projects of varying size, scope and complexity, with a commitment to superior quality workmanship delivered on time and within budget.

THE PROBLEM

Searching for an exclusive all-in-one system

In mid-2013, Boyd Long, President and CEO of Turner Long Construction, began his quest to find an all-in-one software solution. Until then, they'd been using a combination of systems: Timberline for estimating and accounting, and Expedition for project management. But, the dual system was inefficient. *“The problem was they wouldn't communicate with each other. And this happens more often than not with construction software programs,”* he notes. And with a costly 12 servers, a cloud-based system was a must. Long rolled up his sleeves and began searching for a better solution—researching 20 companies—without luck. While companies offered some of the modules he needed, they all had to be purchased separately. *“...I was*

becoming very frustrated, I was looking for a program that had accounting, project management, cost management—everything in one at a reasonable monthly or yearly rate.” He was getting so frustrated that he wanted to team up with a software developer to create a solution himself.

THE SOLUTION

One system that does it all

Long had come across Jonas Construction Software in his research, but hadn't dug any further. But once he did, he realized that Premier may be exactly what he is looking for. *“Wow, maybe I've found...the solution to my problem. But maybe this is too good to be true,”* says Long. Turns out it wasn't.

As a cloud-based, comprehensive system with free life-time upgrades, Premier was the cost efficient solution Long has been searching for. But what really intrigued him was the way Jonas worked: a commitment to continuously innovating the software to ensure it always met their client's needs. Jonas worked with Long to "make it better across the board. It seemed like a very open line of communication." Long continues to suggest improvements that are always been welcomed.

Better communication, greater efficiency

The transition to Premier was smooth, with weekly webinars to help employees learn the ropes. If there were any minor hiccups, Jonas "jumped right on it and took care of it immediately," says Long. A year later, as people became comfortable using the system, Long is really starting to see the benefits. With one integrated system, departments can communicate more efficiently.

"Premier is really helping with... job cost reporting, profitability, communication from the accounting department to the project management team."

Project Managers can now view cost reports and drill down into the data without having to go to the accounting department. And by eliminating double or triple entering of information, critical man hours are saved.

With his hectic lifestyle, Long loves that he can log-in anytime, anywhere to get an overview of all of his jobs. In one quick call or email to his team, he can get the details he needs and work on solutions.

THE RESULT

A software solution that grows with the company

In just a year, Turner Long is almost at the point of implementing all Premier modules. The company experienced tremendous growth in 2014 and expects the same in 2015. And "by implementing Jonas, it's really going to help us manage this growth period," says Long. As they continue to use the system and input data, Long expects to fully realize the true power of Premier and all that it can do for his business.

1 year
partnership