



# ALLTRADE INDUSTRIAL CONTRACTORS INC.



# ALLTRADE INDUSTRIAL CONTRACTORS INC.

## INDUSTRY

**ELECTRICAL, INDUSTRIAL, MILLWRIGHT,  
PIPING, RIGGING & SHEET METAL**

**PREVIOUS SYSTEM**      **QUICKBOOKS**

### PROBLEMS BEFORE JONAS

UNION REPORTING  
INVENTORY TRACKING  
JOB COSTING  
PAYROLL

### **JONAS SOLUTIONS**



PAYROLL  
& UNION  
REPORTING

JOB  
COSTING

EQUIPMENT  
MANAGEMENT

IMPROVED UNION  
REPORTING WITH A

**90%**

REDUCTION  
IN REPORTING

**"WITH JONAS,  
WE HAVE BEEN ABLE  
TO GROW OUR BUSINESS  
BY ABOUT**

**300%**

**WITHOUT HAVING TO  
INCREASE OUR BACK  
OFFICE STAFF."**



## BACKGROUND

### Streamlined operations and greater insights



**Alltrade Industrial Contractors Inc. specializes in the industrial services, energy and utilities, automotive, and fabrication industries.** They are committed to supplying their customers with work that is safe, done right and completed on time, as well as interacting in accordance with their values of honesty and integrity, all at a fair price. With the goal of improving their job cost, tracking and reporting capabilities, Alltrade determined that their current construction software system would be unable to take them to the next level, and they decided it was time to make a change. Alltrade leveraged Jonas Construction Software to help streamline their operations, while providing them with more accurate and comprehensive insights into their business.

## Before making the decision to partner with Jonas, Alltrade was using QuickBooks as their construction software system.

With QuickBooks primarily being an accounting software, it was not setup to handle the various nuances that occur within the construction industry. With that being said, as Alltrade began to grow as a company, they quickly came to realize QuickBooks was no longer going to work for them. As Bob Ritzmann, President of Alltrade Industrial states, "QuickBooks worked well for us when the company was just starting out, but as we grew and required greater functionality such as more detailed job cost and tracking, we quickly realized QuickBooks was not setup properly to do this." Another issue Alltrade had with QuickBooks was the amount of manual work that was required to track costs by job, which was quite time consuming and did not garner the results they were looking for. As Alltrade continued to grow, they quickly came to the realization that if they wanted to optimize and better manage their business, a change to their construction software was needed.

## THE PROBLEM

### QuickBooks not setup to handle the needs of their growing business



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Bob Ritzmann,  
President of Alltrade Industrial

## THE SOLUTION

"Improved union reporting with a  
**90%**  
reduction in reporting time per month"

Bob Ritzmann,  
President of Alltrade Industrial

## Jonas Construction Software has enabled Alltrade to vastly improve the efficiency of their business, while providing them with greater insight into their overall performance.

One strong area of improvement for Alltrade has been their union reporting. Since implementing Jonas in 2013, Alltrade has been able to reduce the time it takes to complete union reports for all of their local unions and trades from 4 days to only half of a day to complete, which represents a reduction in their reporting time by about 90% per month. Alltrade has also experienced improvements in their job cost and tracking, as Bob Ritzmann states, "Jonas allows us to track all of our labor, materials, subcontractors, tools and equipment directly to each job, which gives us a more accurate picture of what is the real cost of doing that job and allows us to be more proactive in our decision making." Alltrade also has about 750-800 union rates that are setup within the Jonas system, allowing them to quickly pay out the correct rate to their workers, while also keeping all of their rate codes organized within one integrated solution.



**“With Jonas,  
we have been  
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by about  
300%,  
without having  
to increase our  
back office staff.”**

Bob Ritzmann,  
President of Alltrade Industrial



## BENEFITS

**Growth without increasing  
office staff**

Since partnering with Jonas Construction Software, Alltrade has grown their business by about 300%, without having to increase the amount of back office personnel. Due to the efficiencies within Jonas, Alltrade is now able to take on more business without having to worry if their software system can handle the increased amount of work. The intuitive and user-friendly nature of Jonas Construction Software has really made the lives of the Alltrade employees easier as Bob Ritzmann states, “Before Jonas, we were doing a lot of manual work and excel calculations, but literally now all I say to my staff is ‘just press the button’ and we are able to instantly create any report we need.” With Jonas, Alltrade now has better control over their financials and they know that the information in the system is always accurate and up-to-date.

With Alltrade Industrial Contractors deciding to partner with Jonas Construction Software in 2013, it is quite clear that they are enjoying the benefits of having a fully-integrated construction software solution. Alltrade has been able to not only grow their business dramatically since implementing Jonas, but they are also poised to continue their growth into the future. With the confidence that all of their information within Jonas is correct and in real-time, Alltrade is now able to make quicker, more effective decisions. They are also able to use this information to create reports that provide greater detail and insight into their business. Jonas Construction Software has provided Alltrade with true peace of mind, allowing them to focus on improving and growing their business.

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President of Alltrade Industrial

## THE RESULT

**A successful and efficient  
growing business**



# ABOUT

Jonas Construction Software provides industry-leading business management and accounting software to our clients. Our fully-integrated solutions provide all of the tools that you need to increase productivity and improve your bottom line. At Jonas, we make it easier for companies to focus on what is

important - their customers, their projects and their employees. We do this by streamlining their operations and giving better visibility to the entire organization. This gives your employees the tools to do their jobs better, support your customers and achieve your company goals.

## LEARN MORE

### WHAT WE DO

WATCH OUR 90 SECOND VIDEO



### WHO WE ARE

FIND OUT WHAT WE BELIEVE



### GET IN TOUCH

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