



CAMPBELL AND KENNEDY ELECTRIC LTD.



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INDUSTRY

**ELECTRICAL:
COMMERCIAL/INDUSTRIAL**

PREVIOUS SYSTEM IN-HOUSE
LEGACY SYSTEM

PROBLEMS BEFORE JONAS

MANUAL PROCESSES

UNION REPORTING

ACCOUNTING

JONAS SOLUTIONS



ACCOUNTING



PAYROLL



REPORTING

**“SINCE PARTNERING
WITH JONAS, WE
HAVE EXPERIENCED
LESS ISSUES AND ARE
ABLE TO OPERATE
MUCH MORE
EFFICIENTLY.”**

“increased revenue by 30%,
going from roughly \$10
million in annual revenue to
\$13 million today, without
any additional office staff.”

BACKGROUND

Improve customer satisfaction and optimize business operations



Campbell and Kennedy Electric Ltd. specializes in building and tenant services, design/build and maintenance. Their aim is to satisfy their customers through providing high quality installations that are on time and on budget. With continually improving customer satisfaction and optimizing business operations a priority, Campbell and Kennedy saw an opportunity to make enhancements. They wanted a software solution that could replace their legacy system while providing the business with a more integrated and collaborative environment. Campbell and Kennedy leveraged Jonas to attain these enhanced improvements and efficiencies they deemed necessary to help their business succeed.

Campbell and Kennedy was using an old legacy system which was rapidly becoming inefficient and left much to be desired. Also, a lot of their work was being done manually, such as entering data in Excel spreadsheets which can be prone to human error and double entries. Using manual processes proved problematic in terms of consolidating information, and also limited visibility and reporting. As Kelly Wenzel, Controller at Campbell and Kennedy explains, "With our legacy system, entering data was redundant and the way we had to enter our information was not very efficient either." With that being said, they quickly realized that the only way to optimize operations was to upgrade their software system.

THE PROBLEM

Time consuming, inefficient, and error prone data entry



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Kelly Wenzel
Controller at Campbell and Kennedy

THE SOLUTION

Extensive time savings and revenue growth without increasing office staff

Campbell and Kennedy has increased revenue by

30%

Jonas Construction Software helped Campbell and Kennedy increase growth, enhance accounting capabilities, and integrate their software system overall. Since partnering with Jonas, Campbell and Kennedy has increased revenue by 30%, going from roughly \$10 million in annual revenue to \$13 million today, without any additional office staff. Jonas has also helped increase efficiencies in a number of other areas at Campbell and Kennedy. They have reduced their union reporting time from 1 day to 1 hour per month. Since implementing Jonas direct deposit, they are now able to save roughly 50 days per year in driver's hours delivering pay stubs, as this is now done electronically. Their billing cycle time has been reduced, with the ability to post payroll journal entries without having to close out their month, allowing them to send invoices out quicker. They are also able to attain quick, real-time snapshot views of their business using the Jonas project view dashboard.

**“The way Jonas
matched and
gelled together
really fit with the
way we were
trying to run
our business”**

Kelly Wenzel
Controller at Campbell and Kennedy



BENEFITS
**Increased employee
satisfaction overall**

With an efficient and easy to use software solution such as Jonas Construction Software, Campbell and Kennedy is running a more optimized and effective business overall. “The way Jonas matched and gelled together really fit with the way we were trying to run our business”, states Kelly Wenzel. The fact that Jonas is quick and very user friendly has led to high adoption rates amongst their staff and has helped increase employee productivity as well. The continued support and product updates Campbell and Kennedy receives from Jonas really keeps them informed and confident they can perform their jobs optimally.

Since deploying Jonas Construction Software, Campbell and Kennedy have seen an improvement in virtually all aspects of their business. With Jonas in place, they have not had to increase the amount of back office staff to accommodate their growth, which demonstrates the effectiveness of Jonas. Also, Campbell and Kennedy have reduced processing time in key areas such as union reporting and payroll. They now are able to attain real-time, accurate views of the current state of the business which allows them to make better and more informed decisions. Since partnering with Jonas, Campbell and Kennedy are operating stronger than ever and are poised to continue their success into the future.

**“Improvement in
virtually all aspects
of our business.”**

THE RESULT
**Reduced processing
time and greater accuracy**

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

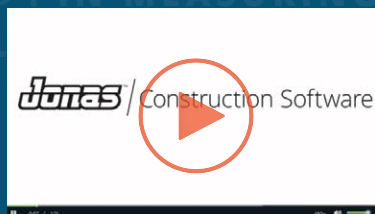
WHAT WE DO

WATCH OUR 90 SECOND VIDEO



WHO WE ARE

FIND OUT WHAT WE BELIEVE



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