

Johansen & Anderson Inc.



**Johansen &
Anderson Inc.**

INDUSTRY

HVAC: HEATING, AIR CONDITIONING
AND VENTILATION SERVICES

PREVIOUS SYSTEM BLUEGRASS SOFTWARE

PROBLEMS BEFORE JONAS

LACK OF INTEGRATION
PAYROLL
JOB COSTING
UNION REPORTING



JONAS SOLUTIONS



FULLY
INTEGRATED



EXECUTIVE
DASHBOARD



REAL-TIME
REPORTING

**“ IT’S THE SERVICE AFTER THE SALE
THAT REALLY MAKES THE DIFFERENCE,
AND THAT’S HOW WE RUN OUR BUSINESS,
SO IT’S NICE TO PARTNER WITH A COMPANY
THAT FEELS THE SAME WAY.”**

BACKGROUND

Johansen & Anderson have been in business for over seven decades, providing heating, air conditioning and ventilation services. Johansen & Anderson primarily does service and replacement and maintenance agreements. Johansen & Anderson's HVAC specialist rank among the top 5% in the state certified by the NATE (North American Technical Excellence) committee.

THE PROBLEM

Prior to partnering with Jonas Construction Software, Johansen & Anderson were using Bluegrass Software. Although this system worked adequately for a while, they began noticing inefficiencies in their business processes. Because of Bluegrass's lack of integration, payroll, job costing and union reporting were all completed manually, which was time-consuming and cumbersome to do. When it came time to do software updates, Bluegrass experienced crashes, which proved to be disruptive to their overall operation. With these issues in mind, Johansen & Anderson needed a software solution that was fully integrated, and could meet their changing needs going forward.

THE SOLUTION

When migrating software, one of Johansen & Anderson's biggest worries was an unsuccessful implementation, but this concern was quickly put to rest. Johansen & Anderson were partnered with an experienced and knowledgeable consultant, and benefited from Jonas's thorough deployment process.

Once Johansen & Anderson were up and running, they began reaping the benefits of a fully integrated software solution. When discussing the impact of Jonas' union report, Rick Cronholm, President of Johansen & Anderson said **"Setting up union codes ahead of time became a breeze with Jonas, saving us 4 to 5 hours per week on union reporting."** With Jonas integrating vital processes like payroll and job costing with accounting, Johansen & Anderson were provided with one, unified solution for all of their business needs. In addition, Johansen & Anderson were able to complete job costing and payroll much faster and have effectively eliminated the need for duplicate entry.

BENEFITS

Since implementing Jonas, Johansen & Anderson have been able to embrace a more digital environment, and have leveraged the Jonas Dispatch Board. With Jonas, they are able to dispatch technicians more efficiently, compared to the manual process they used prior.

Through the Jonas Executive Dashboard, Johansen & Anderson are able to drill-down into monthly and quarterly financials, which allows them to make more accurate and real-time decisions. Furthermore, Johansen & Anderson utilize the Service Technician Efficiency Report and Gross Technician Profit Report to help determine technician performance on a regular basis. With greater levels of insight, they are now able to coach technicians based on their performance and profitability, which has helped improve their service operation overall.

When issues do arise, Johansen & Anderson have been extremely satisfied with Jonas' Support department. When discussing his appreciation for Jonas' Support Team, Cronholm, **"It's the service after the sale that really makes the difference, and that's how we run our business, so it's nice to partner with a company that feels the same way."**

Johansen & Anderson have experienced steady growth with Jonas, all without having to increase their back-office staff. Additionally, as Johansen & Anderson look to grow, Jonas is able to scale with the business, without them having to worry about replacing their software solution.

CONCLUSION

Having been a loyal Jonas client for over 10 years, Johansen & Anderson continue to reap the benefits of a fully integrated software solution. With the ability to have a full view of the business through the Executive Dashboard, Johansen & Anderson are able to make the best decisions possible for their business. With key business processes like payroll and job costing now handled within one integrated solution, Johansen & Anderson have been able to reduce their reliance on manual entry, while increasing their overall efficiency and productivity.

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ABOUT

Jonas Construction & Service Management Software is a fully integrated and automated construction management software solution, designed to help businesses improve productivity and increase profitability. At Jonas, we make it easier for companies to focus on what is important - their customers, their projects and their employees. For over 25 years, we have steadily developed and improved our product, constantly striving to meet the

needs and requirements of the industry today, while staying on the cutting-edge of technology. Backed by Constellation Software Inc. (CSI), a global software company that acquires and builds high market share, mission-critical vertical market software companies, we are dedicated to building software that meets the ever-changing needs of the construction industry.

LEARN MORE

WHAT WE DO

WATCH OUR 90 SECOND VIDEO



WHO WE ARE

FIND OUT WHAT WE BELIEVE



GET IN TOUCH

CORPORATE:
8133 WARDEN AVENUE
SUITE 400
MARKHAM, ONTARIO
L6G 1B3

T / 1-905-470-4600

SALES:
T / 1-888-789-9073
E / SALES@JONASCONSTRUCTION.COM

CLIENT SUPPORT:
T / 1-800-352-6647
E / SUPPORT@JONASCONSTRUCTION.COM