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A STRONG PARTNERSHIP—TO TAKE A BUSINESS INTO THE FUTURE

Air & Energy is a mid-sized Florida-based company providing air conditioning, electrical and plumbing services and replacements for homes and businesses. Family-owned with 40+ employees, Air & Energy has been in business since 1983 and prides itself on excellent service and best-in-class technicians.

THE PROBLEM

Out-of-date software for a rapidly-growing business

As a thriving, forward-looking company, Air & Energy's software simply did not measure up. It was antiquated and had a major problem—it could not be upgraded. As Vice President Stewart Moon says, *“Our software was stagnant...it was dying a slow death. The owner of the company...[was] not writing new software, not keeping up with the times.”*

Moon and his team knew they needed a new software solution that gave them the features they needed, such as streamlining processes, visual dispatching and GPS integration. But, most importantly, they needed a solution that **evolved as their business needs evolved**.

THE SOLUTION

Integrated software built on innovation

Choosing a software solutions partner was a decision Moon did not go into lightly. Software is considered the **lifeline** to their business. *“It's a huge partnership that you're making, so you're really laying your future in the software company's hands,”* says Moon. His decision was based on more than a product: **it was about who was behind it.** *“It was more about the company behind the software and where they were going in the future.”*

It was an **integrated solution** backed by a **continuous innovation** that propelled Moon and his team to choose Enterprise from Jonas Construction Software. *“The vision of where Jonas was going and what they're*

trying to do...they're looking for growth, they're looking to keep up with the times."

A challenging transition made seamless

A seamless transition to Enterprise was critical to Air & Energy's business. But, their 20-year old software was not designed to be transferred. While this made the transition challenging, Jonas met—and exceeded—Moon's expectations. Jonas worked over months to transfer data to the new Enterprise system and ensured that critical information was not lost. Moon notes,

"Jonas stepped up to the plate in a huge way to make it work for us... it was exactly what we were looking for. We were looking for someone who was willing to go outside the box and help us, whatever that meant."

A two-way conversation—from the start

Before implementing *Enterprise*, Moon had easy access to Jonas staff, right up to the VP level. So, he could work one-on-one with the Jonas team to discuss his business' goals and develop solutions to get there. And, as a part of Jonas' **Software for life** promise, Moon can upgrade his software to meet his evolving business needs—and has suggested features to implement into future products.

THE RESULT

Goodbye stagnancy, hello success

After 2 years, Air & Energy's partnership with Jonas is still strong. After implementing almost all Enterprise modules, Moon highly values its robust reporting capabilities, transparent data collection, and excellent technical support. And, as his company grows and diversifies, he is confident that his business needs will continue to be supported.

2 year
partnership