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GETTING ACCURATE NUMBERS—WHENEVER, WHEREVER

Killarney Constructors is an Ontario-based company specializing in civil earthworks and concrete work for both renewable and conventional local utility projects. After 3 years in operation, the company continues to grow rapidly, with a large number of active projects.

THE PROBLEM

Off-the-shelf solutions were no longer enough

Chris Campbell started Killarney Constructors about 3 years ago. Since inception, their annual revenue has grown from 1.7 million to 9 million. It quickly became apparent to Campbell that off-the-shelf accounting software like QuickBooks® would no longer do the trick. “We were growing and off-the shelf software was...easy for getting started...but we outgrew it pretty fast.”

THE SOLUTION

Accurate, robust, mobile software

When deciding on a new software solution, Campbell had two key needs: **mobility** and **accuracy**. Premier,

from Jonas Construction Software, was exactly what Campbell was looking for. As one of the only cloud-based construction software on the market, Premier gave Campbell the flexibility he needed. *“I can log in from anywhere and do anything I need to do. I can work from home and it’s the same thing as being in the office.”*

And as a small and growing company, the low-cost and free feedback-based upgrades made Premier the perfect fit.

Being one of the first to use Premier, Campbell worked closely with Jonas to fix bugs and improve the software. Even now, he still sends a “wish list” of features for implementation into future products—because he knows Jonas listens, and responds. In fact, **15%** of Jonas’ annual revenue is dedicated to product innovation.

Accurate numbers to always know where you stand

Tracking job costs vs. budgets accurately is paramount to Killarney's business. Campbell extracts data daily so that he knows where they stand on any project at any given time. "Every week, I can look and know where we stand on any job cost-wise vs. budget pretty accurately at any given time," says Campbell. The process is intuitive, seamless and can be done from anywhere, anytime.

THE RESULT

Rapid success, supported by the right software partner

Killarney Constructors is on the move – acquiring new clients and projects – and Premier continues support their growing needs. "Premier will probably suit us quite well for quite a while," notes Campbell. As the company grows, he hopes to start using more modules, including Forecasting, to help allocate budgets for future projects.

3 year
partnership