



FLO-TRON CONTRACTING INC.

INDUSTRY

HVAC-R: COMMERCIAL & INDUSTRIAL

PREVIOUS SYSTEM MAXWELL

PROBLEMS BEFORE JONAS

TIME CONSUMING
MANUAL PROCESSES
DATA ENTRY ERRORS

JONAS SOLUTIONS



PAYROLL



UNION
REPORTING



MOBILE
TIMESHEETS

**"REDUCE THE
TIME IT TAKES
TO COMPLETE
UNION
REMITTANCES"**

**REDUCED PAYROLL
PROCESSING TIME BY**

50%



BACKGROUND

Flo-Tron Contracting Inc. (www.flo-tron.com) is a full service HVAC firm that designs, fabricates, installs and maintains heating, ventilation, air conditioning and refrigeration systems for businesses all over the Baltimore/Washington/PA area. Their aim is to provide outstanding customer service and develop lasting client relationships. With the goal of reducing the amount of manual paperwork, improving visibility and reporting, and enhancing overall efficiency, Flo-Tron began to realize their current software system was no longer meeting their needs and determined a change was necessary. Flo-Tron decided to partner with Jonas Construction Software to implement a fully automated and integrated software solution that could take their business to the next level.

Prior to partnering with Jonas Construction Software, Flo-Tron was using Maxwell MMS to handle their construction software needs.

While Maxwell performed adequately, there were a few areas of the software which were not very user friendly. The main issue with Maxwell was the amount of time and effort required to navigate the software. As Kari Cordell, Controller at Flo-Tron Contracting stated, "Maxwell was always more on the cumbersome side, and we found it difficult and time consuming to navigate in and out of each screen." Another concern with Maxwell was the amount of manual work and physical paper they were using. Flo-Tron found themselves performing a lot of duplicate entries, which was susceptible to data entry errors. As Flo-Tron continued to grow as a company, their level of confidence that Maxwell would be able to help them advance into a more progressive and mobile company quickly waned, and they decided it was time for a change.

THE PROBLEM

"Maxwell was always more on the cumbersome side, and we found it difficult and time consuming to navigate in and out of each screen."

Kari Cordell
Controller

THE SOLUTION

"I no longer have to manually type in hours"

Jonas Construction Software has helped Flo-Tron streamline their business, enhance efficiencies, and reduce time consuming processes that were previously afflicting the company. Since implementing Jonas, Flo-Tron has reduced payroll processing time by 50%, going from a full day previously down to about half a day. The implementation process was seamless, making the transition from Maxwell smooth and easy. With Jonas trainers who were flexible to their needs, the training process was well supported and Flo-Tron was able to learn the software at their own pace. Flo-Tron has also been able to reduce the time it takes to complete union remittances, which used to take them half a day, and now can be done instantly with a simple push of the button. With Jonas eTimesheets, Flo-Tron has already experienced an immediate impact. As Kari stated, "With eTimesheets, I no longer have to manually type in hours for our office staff and technicians. Instead, everyone logs their own hours, and all I have to do is upload and review, which has truly changed the way I do my job for the better." With Jonas, their office staff is much more productive as well, which has allowed their employees to complete more meaningful tasks, and even redistribute the workload in a more efficient manner.



The process of transitioning from Maxwell to Jonas Construction Software was seamless for Flo-Tron. Having trainers that went through a Maxwell migration process many times, coupled with a solid platform migration process, ensured that Flo-Tron was migrated in a proficient and effective manner, minimizing the training time on staff. With trainers that understand construction, accounting and technology, Flo-Tron really felt that they made the transition to Jonas Construction Software from Maxwell the best experience possible.

Since partnering with Jonas Construction Software, Flo-Tron has significantly reduced their manual processes, as well as the amount of physical paperwork in the office. This is mainly attributed to Digio, Jonas' document management system. "With Digio, we are not only able to scan and upload documents, but we are also able to quickly locate and open any document as well. The drill down functionality, however, is what impressed us the most, as we can go into the details of any given project and instantly view the PO's and committed costs in actual dollars, which has been great for us and our project managers." The continued support Flo-Tron receives has also been a huge benefit to their business. With a full internal support team at Jonas, they are able to get the help they need on an ongoing basis, which keeps their business running as efficiently as possible with no downtime. Being primarily a service-based construction business, the dispatch scheduler in Jonas has helped Flo-Tron manage their technicians better and has made the lives of their dispatchers much easier as well.

The decision for Flo-Tron Contracting to partner with Jonas Construction Software has already proven to be a great fit and has truly helped them transform their business. Flo-Tron has been able to streamline their business in all aspects. From accounting, to union reporting, to document and equipment management, Flo-Tron has experienced positive results since implementing Jonas. By eliminating time consuming manual processes and reducing physical paperwork, Flo-Tron's back office is able to operate in a more efficient and organized manner. With Jonas Construction Software, Flo-Tron is confident they have the right software solution to help their business continue to grow and improve going forward.

**"we can go into the details
of any given project and instantly
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costs in actual dollars"**

Kari Cordell
Controller

MIGRATION
TO JONAS

BENEFITS

THE RESULT



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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