How Roofing Contractors Gain a Competitive Advantage With AccuLynx

INTRODUCTION

The best software for roofing contractors is the software with the greatest business value—not in terms of cost, but in terms of what it enables you to do and the results it helps you achieve.

AccuLynx has been providing strong value to thousands of roofing companies since 2008. Designed to simplify and streamline the business operation aspects of roofing, AccuLynx helps contractors **save time, increase profits** and **provide better service to customers.**

With over $20 billion worth of roofing, siding and gutter jobs managed, AccuLynx has quickly become the cloud-based operating system of choice for roofing contractors.

What value could it provide to your roofing business?

We've summarized the key advantages AccuLynx provides to roofing contractors below. Read on to learn more.

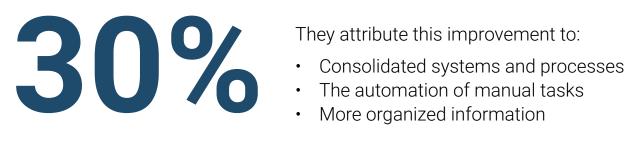ACCULYNX

ACHIEVE HIGHER LEVELS OF PRODUCTIVITY

Roofing companies that run efficient operations, both in the office and the field, don't just see higher profits—they're best positioned for long term growth and success. Because these businesses have well-defined processes and empowered employees to see work through, they're more equipped to take on additional jobs without compromising service as the business scales.

If you, like many other roofing companies, are thinking about how you can increase profits or expand your business, an important first step is to cut down on the time-consuming, repetitive administrative tasks that waste time and keep contractors from maximizing their earning potential.

AccuLynx helps roofing contractors do just that. It provides a single place for all of your work to happen in a seamless workflow. From tracking leads, to creating an estimate, to ordering materials, to sending the final invoice, AccuLynx streamlines every aspect of a roofing contractor's process.

One Portland-based roofing company owner said that after implementing the software in 2012, they immediately saw an increase in the company's overall efficiency by at least:

30%

They attribute this improvement to:

- Consolidated systems and processes
- The automation of manual tasks
- More organized information

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"With AccuLynx, we can send an estimate to a potential customer and create a job record right from that estimate. This saves us a lot of time."

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GAIN VISIBILITY

Keeping track of what's happening in any company is difficult when information isn't connected. From understanding how you're performing financially to identifying bottlenecks, managers need to be able to provide a level of oversight that steers business in the right direction.

As the operating system for a roofing company, AccuLynx provides contractors with the tools they need to manage every aspect of their work—from start to finish. With each function of the business connected and everyone working from the same system, you'll have a better understanding of what's happening, both on an individual project level and at the overall business level. This greater level of visibility empowers contractors to make smarter decisions, reduce errors and ensure jobs are progressing smoothly.

A leading residential and commercial roofing company in the southeast implemented AccuLynx in 2015 because they needed a system that allowed them to share job information across several of their branches.

AccuLynx not only helped them get their jobs into production faster, but also made it easier to compare the financial performance of each of their branches. According to the company's Chief Operations Officer, AccuLynx enabled the business to expand to:

15 locations
200+ employees

" **"The bigger my team, the more data I need to evaluate. With AccuLynx, I am able to analyze our performance and make revenue-driving decisions from the opportunities that I see."**

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KEEP TEAMS IN SYNC

In order for a job to progress on track, multiple people and departments in the company must work together. When everyone is on the same page, the result is happy customers—and ultimately, an effective business operation.

Whether you have 5 employees at your company or 50+, AccuLynx enables collaboration across the entire business. It connects all of your job information so everyone involved—sales people, production managers, crews, owners and office staff—stays up to date on the status of a project and can follow through on tasks at every stage. Contractors can see what's happening with their leads or active jobs at any point in time and stay ahead of potential issues, keeping business moving forward at all times.

The owner of a Tulsa-based roofing company that has been using AccuLynx since 2011 said the software helped get their field reps, production managers, and accounting staff on the same page, with the automatic sync between AccuLynx and their QuickBooks account playing a major role.

As a result:

- They cut spend on unnecessary admin hires
- Employees are more accountable for their work
- Customer satisfaction levels have improved

"AccuLynx has helped me build a team of high-performing employees. It keeps everyone on task. We always know what's going on with a job, what stage it's in and what needs to happen next.

THE BOTTOM LINE IS GROWTH

AccuLynx does more than just help roofing contractors manage their business. It facilitates a simpler, smarter way to operate so your business can grow. Contractors that use the software for at least a year see their job profits increase by 35% on average.

From helping you win more jobs to enabling you to exercise greater control over your costs and profit margin, AccuLynx makes essential job functions faster and easier for everyone.

Contact us today to learn more about AccuLynx and how it can help you achieve your goals and grow your business. Visit acculynx.com.

> **"Prior to using AccuLynx, we could never have handled doing $5 million in business. But within a year of using it, our roofing business grew to $12 million."**

- John Hickox | Owner, Colonial Remodeling, LLC

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