



Corecon makes business easier for Accord Development

Easy organization and accessible tools keep Accord Development on track

“I have a quick and easy place to pull information from to fill out estimates, contracts, and quality-control checklists. All these things add up to more consistency in less time.”

James Otis
Vice President of Development
Accord Development

SUCCESS STORY

Accord Development

AT A GLANCE:

Customer:

Accord Development

Location:

Glenwood Springs, Colorado

Industry:

Spec building and land development

Business Challenge:

Estimating project costs, organizing information, and tracking subcontract and purchase orders

Solution:

Using Corecon's online business solutions as well as QuickBooks

Results:

Corecon has improved Accord Development's bottom line by allowing it to build more houses with fewer people on staff.

Customer Profile

Founded in 2005, Accord Development is a spec building and land development company that focuses on affordable housing under 2,000 square feet as well as some larger homes in the 2,500 to 3,000 square foot range, with projects throughout the western slope of Colorado.

Business Challenge

Accord needed a way to accurately estimate project costs while at the same time keeping project information organized in a central, easily manageable location.

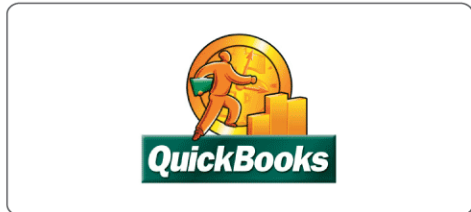
In addition, the company needed an effective way to track subcontracts and purchase orders.

Solution Overview

Corecon is an online suite of construction software, which helps contractors, homebuilders, and architect/engineering firms automate their estimating, project management and job cost control functions.

Business Benefits

- Corecon's project estimating tool allows users to provide accurate estimates to clients
- As a Web-based solution, Corecon gives users the ability to store all project information in a single, accessible location.
- Tracking subcontracts and purchase orders is easy with Corecon's business tools.



JAMES OTIS, VICE PRESIDENT OF DEVELOPMENT at Accord Development, has been using Corecon since 2001 when he worked with Atlas Construction. Otis says continuing to use Corecon in his work with Accord was a no-brainer. He appreciated the helpful customer service and Corecon's responsiveness to its customers' ideas and needs. Also, because Corecon is Web based, it "lifts the burden of IT off my shoulders," Otis says.

Accord Development, based in Glenwood Springs, Colorado, is a spec building and land development company that has been building affordable homes on Colorado's western slope since 2005. With five employees, they specialize in homes under 2,000 square feet but also build some homes in the 2,500 to 3,000 square foot range. Accord uses both Corecon and Corecon Handheld as well as the CoreconLink for QuickBooks.

Before he began using Corecon, Otis' main business challenges were organizing project information, estimating, and effectively tracking subcontracts and purchase orders. Once he switched to Corecon, however, its functions allowed him to easily manage each of these problem areas.

The CoreconLink for QuickBooks provides an integrated approach to all aspects of Accord's business, including accounting. As a result, there are no duplicate entries, and all information is in a central location, which solved Accord's organizational challenges.

"After initial setup of various databases, such as estimating, contacts, and specifications, I have a quick

and easy place to pull information from to fill out estimates, contracts, and quality-control checklists," Otis says. "All these things add up to more consistency in less time."

As a Web-based solution for professionals in the architecture, engineering, and construction industry, Corecon can be securely accessed from any location and offers a one-stop access point for all project information. Even estimating job costs is made simple with Corecon's estimating tool.

With Corecon, Accord Development is able to approach each job in a linear manner, working straight through, from estimating to the finished product, and that makes Otis' job much easier.

In addition, Otis finds the wizards and copy functions available on Corecon particularly useful because they allow him to save time on redundant functions such as repeat purchase orders on the same model house on different lots.

"All of Corecon's functions are handy, but its being Web based and having Corecon manage my network between all my jobs are the best because they mean I can work from anywhere," Otis says.

Because Corecon streamlines business operations and makes vital information available in one easily accessible and organized location, Accord Development is able to build more houses with fewer people on staff. "As we explore more and more of the functions of Corecon, it only helps to increase our volume while keeping quality consistently high," Otis says.



"After initial setup of various databases, such as estimating, contacts, and specifications, I have a quick and easy place to pull information from to fill out estimates, contracts, and quality-control checklists."

James Otis
Vice President Development
Accord Development

FOR MORE INFORMATION VISIT:

Corecon Technologies, Inc.
www.corecon.com

QuickBooks
www.quickbooks.com

Accord Development
(970)230-0632

Our product and QuickBooks Financial Software work together to help simplify your business management. QuickBooks 2006 Financial Software helps you get more done faster, with a new home page, simplified customer and vendor centers, and sophisticated business planning tools.

QuickBooks and the QuickBooks logo are trademarks of Intuit Inc., displayed with permission.