

Sage Unveils Powerful New Capabilities for Cloud-Based Service Management Platform at AHR EXPO

Sage Field Operations now offers residential workflows and a business intelligence (BI) solution, helping service contractors streamline operations and maximize profits

CHICAGO – AHR EXPO (January 22, 2024) – [Sage](#), the trusted software provider for small and mid-sized businesses (SMBs) in the construction industry, today announced new capabilities for Sage Field Operations, a leading cloud platform for service contractors. They are showcasing the solution, with the addition of residential workflows and a new business intelligence solution, at AHR Expo. Sage is exhibiting in booth #306.

“At Sage, we’re constantly innovating our solutions to make it easier for contractors to grow their business while navigating industry challenges,” said Julie Adams, Vice President of Product, Construction and Real Estate, Sage. “Adding residential workflows and a BI solution to Sage Field Operations helps contractors maximize the productivity of their technicians in the field so they can optimize their workforce amid the current skilled labor shortage. Sage Field Operations is part of our comprehensive construction cloud portfolio, which delivers full end-to-end capabilities covering preconstruction, operations, and financials.”

The addition of residential workflows gives contractors the capabilities they need for both commercial and residential jobs, enabling technicians to complete jobs entirely from the field while streamlining back-office operations. With Sage Field Operations, contractors can reduce time to payment, remove billing delays, and increase cash flow with faster payment collections and more upsell opportunities.

New features include:

- **Flat rate, menu-based pricing:** Contractors can present upfront cost options to their customers, such as tiered pricing structures. This eliminates the complexities of billing on a time and material basis and allows contractors to engage with their clients in a clear, easy-to-present way.
- **Field payment processing:** Contractors can accept payments on-site, processing them directly through their smartphone or tablet. Payment processing is fully integrated into the accounting system, so payments go straight to accounts receivable, saving time and increasing accuracy for office teams.

The benefits of Sage Field Operations are amplified when paired with Sage Field Operations BI, a cutting-edge business intelligence solution that adds robust reporting and forecasting capabilities directly to the Sage Field Operations platform. Its real-time, mission-critical insights empower business leaders to make more informed decisions, faster.

Sage Field Operations BI allows commercial contractors to:

- Easily gauge performance at every level, from the entire company to individual technicians, unlocking revenue opportunities
- Reduce risk with an up-to-date picture of crucial metrics such as profit per hour, revenue vs. costs incurred, and percentage of hours billed
- Forecast revenue and labor requirements months in advance based on data and historical trends
- Improve technician productivity and profitability with granular analysis of performance across equipment class, job type, total sales, gross profit by call date and more
- Maximize billable hours to drive revenue and generate more profit per hour for the business

Sage Field Operations and the rest of Sage's industry-leading solutions are available now from authorized Sage resellers, the largest and most experienced partner network in the industry. Learn more about Sage Field Operations [here](#). For more information about Sage construction solutions, visit [SageCRE.com](https://www.sagecre.com).

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About Sage

Sage exists to knock down barriers so everyone can thrive, starting with the millions of small- and mid-sized businesses served by us, our partners, and accountants. Customers trust our finance, HR, and payroll software to make work and money flow. By digitizing business processes and relationships with customers, suppliers, employees, banks, and governments, our digital network connects SMBs, removing friction and delivering insights. Knocking down barriers also means we use our time, technology, and experience to tackle digital inequality, economic inequality, and the climate crisis. Learn more at www.sage.com/en-us/ and www.sageintacct.com.

About Sage Construction and Real Estate

For over 50 years Construction companies have turned to Sage for their Finance, Preconstruction, and Operations needs. With over 50,000 customers and the largest partner network in the industry, Sage is well known for being the most trusted provider of innovative and dependable business management software. Whether you are a small residential contractor, or a large commercial builder, you can trust that Sage has the right solution for your business. For more information, visit [SageCRE.com](https://www.sagecre.com).