



**Industry:**  
Tennis Court Builder

**Company Name:**  
Renner Sports Surfaces

**Headquarters:**  
Denver, Colorado

**Web Site:**  
[www.rennersports.com](http://www.rennersports.com)

# ASI Serves Up A Winning Solution For Renner Sports Surfaces

## A Sage Software Project Management Solution

**W**ith over 100 years of combined experience, Renner Sports Surfaces is the company that country clubs, parks and recreation districts, schools, colleges, even private homeowners in the Rocky Mountain region turn to for the construction, maintenance, and repair of their tennis courts and running tracks.

### Old System Faults

The company's entry-level accounting system worked well enough when the company averaged about 20 projects each year. When project volume increased to over 200 each year, though, it was time for a more comprehensive solution. "We needed a way to automate many of the project-related tasks we were performing manually," explains Gloria Beason, office manager at Renner Sports. "For example, our overhead costs had to be calculated manually outside the system and then keyed in as journal entries."

### Playing Doubles

Renner Sports Surfaces began searching for a project accounting solution to match its growing needs. In the midst of that search, Accounting Systems, Inc. (ASI), a local Sage Software Business Partner, paid a visit to Renner Sports.



Beason was immediately impressed with ASI. "ASI worked with us to determine what we wanted, what we needed, and how we wanted to get there. Renner Sports Surfaces operates the same way—we listen to our customers and work to meet their needs."

ASI implemented an end-to-end project accounting and business management solution for Renner Sports that streamlines processing and automates many tasks. ASI was able to save

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| Challenge  | Solution  | Results   |
|--|---|---|
| Entry-level accounting software provided no project management capabilities. | ASI implemented an end-to-end project management solution using Sage Software products. | Renner Sports Surfaces has accurate, up-to-date, and comprehensive project costs. Streamlined work flow saves over 30 hours a week. |

*“Previously, I’d spend 80 hours a week in the office. Now I’m able to get it all done in less than 50 hours — that’s 30 hours more free time every week!”*

## About ASI

Accounting Systems, Inc. (ASI) takes a personal, hands-on approach to providing its clients with the appropriate accounting and software systems to help them succeed.

Established in 1991, ASI serves more than 250 clients throughout Colorado, Wyoming and Utah.

Providing consultation, customization, implementation, training and ongoing service of software systems enhances clients’ accounting and business technology processes and overall profitability.

ASI delivers a bigger bottom line to manufacturing, distribution, and service organizations with integrated technology that’s easy to use!



*Succeed in business technology*

Beason and her staff hours of manual data entry each week. ASI set up default data entry values for project phases and cost codes, automated the posting of burden and overhead, and added user-defined fields to track company-specific data. “Previously, during our busy season, I’d need to spend 80 hours a week in the office to get my work done,” recalls Beason. “Now I’m able to get it all done in less than 50 hours a week — that’s 30 hours more free time every week!”

### Keeping Estimating In Bounds

Renner Sports Surfaces is now equipped with the estimating tools it lacked with its old software. Project estimates including parts, labor, and outside expenses are easily produced, using past projects as a reference if desired. When the company is awarded a project, the project estimate is converted to a project budget where the company tracks actual costs.

Renner Sports Surfaces went from simple accounting software to a full accounting solution with project management capabilities to track and manage all aspects of its projects.

“Project reports let our project managers and estimators see just what each job’s status is,” explains Beason. “We can see overages in a category, amount remaining to bill, the overall percentage complete, any retention, and open WIP.”

All project costs, including labor hours, inventory items, and purchases are tagged to

a project, enabling the company to accurately determine the profitability of every project—and to use that data to refine future project estimates.

Beason says ASI has provided Renner Sports Surfaces with an efficient way to manage its complex projects. The company has nine separate product divisions representing different aspects of its business, including new construction, repair, and maintenance. ASI showed Beason how to track these divisions separately within the software, and direct revenue and expenses to the correct accounts automatically. Financial reports summarize activities by division and give the company the capability to analyze sales, revenue, and profitability data for each aspect of its business.

### Advantage—Renner Sports Surfaces

Renner Sports Surfaces is pleased with the long-term software solution and the long-term partnership it has developed with ASI. Beason credits ASI’s understanding of project management solutions in general, and the consultants’ ability and willingness to understand the company’s unique needs with making this implementation a success.

“The staff at ASI are true professionals. They are honest, ethical, and enthusiastic problem solvers—a real good group of people. In addition to being great business partners, I consider them as friends.”

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