ERPFOCUS

SAGE 100 CONTRACTOR EXTENDED PROFILE

Sage

OVERVIEW

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Sage 100 Contractor is a construction accounting and business management software for general contractors, subcontractors, and specialty trade businesses.

The system, previously sold as Sage Master Builder, caters to small and mid-sized construction businesses, including those moving on from general-purpose accounting packages like QuickBooks.

KEY FEATURES:

- Construction accounting and job costing:
  General ledger, payables, receivables, and cash management. Costs can be tracked by job, phase, and cost code. Construction-specific functions include AIA progress billing, retention tracking, lien waiver management, and over and under billing reports.
- Estimating: Bids can be converted into budgets, proposals, subcontracts, and purchase orders, which reduces re-keying of data. Sage Estimating is a separate add-on for more detailed takeoff and estimating work.
- Project management: The Project Work Center supports schedule and budget control. Other functions include Gantt scheduling, change order workflows, daily field reports, and real-time cost and change order data.
- Service management: Work orders, technician dispatch, mobile time entry, equipment maintenance, and service agreements.
- Payroll: Designed for construction labor. It supports certified payroll, Davis-Bacon-compliant reporting, union reporting by job, and multi-state payroll.
- Reporting: Includes a configurable dashboard and a library of construction-specific reports and queries, including profitability by cost code, bonding, and workers' compensation audit reports. Users can drill down from reports to transaction detail, and email alerts can be set up for key events.

Version 2026.3 was released in autumn 2026, with cumulative updates following through October. It focuses on billing accuracy, payroll compliance, and reporting.

SAGE 100 CONTRACTOR VS SAGE 100

Sage 100 Contractor focuses specifically on construction, setting it apart from Sage 100, a general ERP product for manufacturers and distributors that shares the same name.

SAGE 100 CONTRACTOR VS SAGE INTACCT CONSTRUCTION

As noted above, Sage 100 Contractor is for small to mid-sized construction businesses. Sage Intacct is more suitable for those expecting growth or managing multiple entities, as it scales as users, entities, and projects are added.

As for scope, Sage 100 Contractor is an all-in-one execution system for operations, estimating, project management, and basic service/equipment tracking.

Sage Intacct Construction offers best-in-class financial management, including job costing, WIP reporting, AIA billing, and multi-entity consolidation; payroll is handled through integrations such as Sage HCM or ADP Workforce Now for Construction.

Useful areas to cover in a Sage 100 Contractor demo:

- Job costing by job, phase, and cost code
- AIA progress billing and retention tracking

- Certified payroll and lien waiver management
- Change order handling from estimate through to billing
- Service work orders and technician dispatch, where relevant
- Reporting, dashboards, and the effort needed to build custom reports

SOFTWARE SPECIFICATION

OVERVIEW	
PRODUCT NAME	Sage 100 Contractor
INDUSTRY	
AEROSPACE & DEFENSE	✗
AUTOMOTIVE	✗
CHEMICAL	✗
CONSTRUCTION	✓
COSMETICS	✗
ELECTRONICS	✗
ENERGY/POWER/UTILITIES	✗
ENGINEERING	✗
FASHION	✗
FINANCIAL SERVICES	✗
FOOD & BEVERAGE	✗
LOCAL GOVERNMENT	✗
MEDIA	✗
MEDICAL & HEALTHCARE	✗
METALWORKING	✗
OILFIELD	✗

PACKAGING	✗
PAINT & ADHESIVES	✗
PHARMACEUTICAL	✗
PLASTICS & RUBBER	✗
PRINT & DESIGN	✗
RENTAL	✗
TELECOMMUNICATIONS	✗
WOODWORKING	✗
CANNABIS	✗
EDUCATION	✗
NONPROFIT	✗
ERP SOFTWARE FEATURES	
BILLING	✓
BUSINESS INTELLIGENCE/ANALYTICS	✓
COSTING	✓
CRM	✓
CUSTOMER SERVICE	✓
PRODUCT DESIGN	✗
FINANCIALS & ACCOUNTING	✓
HR	✗
INVENTORY MANAGEMENT	✓
ORDER MANAGEMENT	✗
PLANNING & SCHEDULING	✓
PROJECT MANAGEMENT	✓
PURCHASING	✓

QUALITY CONTROL	✗
SALES	✓
SHIPPING & DISTRIBUTION	✗
SUPPLY CHAIN MANAGEMENT	✗
WAREHOUSE MANAGEMENT	✗
ASSET MANAGEMENT	✓
DOCUMENT MANAGEMENT	✓
CUSTOMER SUITABILITY	
ENTERPRISE (1000+ EMPLOYEES)	✗
MEDIUM SIZE (251-1000 EMPLOYEES)	✗
SMALL BUSINESS (1-250 EMPLOYEES)	✓
ADDITIONAL PRODUCT INFO	
MULTI LANGUAGE	✗
MULTI CURRENCY	✗
CUSTOMIZABLE	✓
SYSTEM HOSTING	
CLOUD	✓
INSTALLED ON PREMISE	✓
SUPPORT LOCATIONS	
AFRICA	✗
ANTARCTICA	✗
ASIA	✗
AUSTRALIA	✗
EUROPE	✗
NORTH AMERICA	✓

SOUTH AMERICA	✗
FURTHER INFORMATION	
PRICING	~$115 - $200/user/month

SOFTWARE SCREENSHOTS







