

## AT A GLANCE

Type of Construction:  
**General Contractor**

Headquarters:  
**Charlotte, NC**

Revenue:  
**\$20 Million**

Employees:  
**30**

Founded:  
**1983**

Sunrise Customer  
**Since 1995**

Current Software:  
**Maxwell  
Management Suite**

Previous System:  
**Custom**

## IN THEIR WORDS

*"I would highly recommend Maxwell and Sunrise to any construction company."*

Cynthia Swaggerty,  
Secretary/Treasurer

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## Whelchel Builders, Inc.

Don Whelchel wants to see his cost information clearly, concisely and precisely how he wants to see it.

For years, the \$20 Million GC used an accounting system that they'd developed and maintained in-house. And for years, it served their needs and allowed them to enjoy the benefits of customization. But as with many custom systems, they began to have problems with it, and felt it was time to switch to a more industry-standard software.



### TIME TO STANDARDIZE AGING CUSTOM SYSTEM

"We realized that our software was headed toward extinction," Whelchel said. They were not getting a reliable backup, had difficulty finding hardware compatible with the system, and worried about their vulnerability because so few people knew how to operate it.

So they consulted with Sunrise, a local construction technology company, and converted to Maxwell, a national industry-specific accounting system in use by many of their peers and subcontractors. With Maxwell, their support and development worries were over. Now, their software is updated several times throughout the year, and Sunrise's local support staff is available to provide quick solutions to questions and problems they encounter. "I really appreciate all of the support we have received over the years," said Secretary/Treasurer Cynthia Swaggerty. "Sunrise has provided prompt and professional service."

### NO SACRIFICES IN FLEXIBILITY OR CUSTOM REPORTING

Don Whelchel still gets his reports exactly as he wants to see them. Standard system reports provide the valuable information he needs to track his subcontracts and job costs, and when he had a unique request for his over/under billing report, Sunrise's experienced staff used Maxwell's flexible reporting tools to easily design reports formatted to Whelchel's specific preferences.

Maxwell also gives Whelchel Builders's accountants and auditors easy access to the information they need. "We have had numerous audits for owners", Whelchel said, "and we have received many favorable comments about our software from the auditors. Everything was in order, and the information was first class."

Throughout the years, other software vendors have tried to lure them away, but Whelchel has never considered a change from Maxwell. "If it's not broke, don't fix it," Whelchel said. "Maxwell works great. We don't think we'd find something better."

**The Right Choice.**