

# Is your business a SUCCESS STORY?

SBA Communications Corporation builds, services and leases cellular communication towers throughout the United States. When this Florida-based, \$240-million company was looking for a job cost product to help them track costs on individual projects, they discovered that WennSoft held the answer. With more than 30 offices throughout the Country, SBA needed a solution that would be accessible to each of their managers. They also needed a product that would integrate seamlessly with their financial package, Microsoft Business Solutions - Great Plains, and provide easy reporting functionality for completed jobs and works in progress. WennSoft gave them all that, and much more.

*"I tell all of our territory and project managers that they should understand exactly where their profitability is for any given project, at any given time. Our WennSoft Job Cost system makes that kind of information readily available. We can tell if revenues and profits are coming in as forecasted, if labor is running high or if projects are not likely to be completed on schedule. Our WennSoft Job Cost system gives us anything and everything we need to understand how we're doing at that exact moment as a company, a region or as a territory."*

*Bill Gottfried, SBA Communications Corporation*

*Providing innovative business management solutions for project-oriented, field service and equipment management industries. To learn what WennSoft solutions can do for you, visit [www.wennsoft.com](http://www.wennsoft.com), call 262-317-3700 or e-mail [info@wennsoft.com](mailto:info@wennsoft.com).*



*Bill Gottfried,  
National Operations Manager  
SBA Communications Corporation*

*"At any given time, we have hundreds of projects being managed by more than 30 different offices around the country. Somehow we needed to get our arms around all that and put it on one system. That's exactly what WennSoft did for us."*

*Bill Gottfried,  
SBA Communications Corporation*



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