



# ADP Workforce Now for Construction and Acumatica: An integration built for streamlined success



**Dana Gay**  
President

## Quick facts

 **Company:** D&L, Inc.

 **Headquarters:** Blytheville, Arkansas

 **Industry:** Manufacturing

 **Employees:** 158

 **ADP Product(s):**  
ADP Workforce Now for Construction®

 **Cost Savings:** \$8,000 (annual)

*D&L, Inc. is a leading full-service HVAC company headquartered in Blytheville, Arkansas, with additional locations in Memphis, Alabama, North Carolina, and South Carolina. Dana Gay, President of D&L, has spent 27 years leading a team of 158 employees and understands that their reputation hinges on being recognized for reliability. This is why she trusts ADP Workforce Now for Construction as their HR and payroll platform.*

## Business challenges

- Manual data input was time-consuming and error-prone
- Lag-time with data availability caused delays and wasn't always accurate
- Lack of visibility into data hindered effective decision-making

## How ADP helped

**With the help of the integration between Acumatica and ADP Workforce Now for Construction platform, D&L, Inc. successfully streamlined its processes and data for better visibility and efficiency, saving approximately \$8,000 and allowing it to remain focused on what it does best, delivering exceptional construction solutions.**

## A new era with Acumatica

Since 2007, D&L has been a valued customer of ADP, leveraging its robust payroll solutions for efficient workforce management. However, as the company evolved, Dana recognized the need to integrate D&L's ERP system with ADP's Workforce Now platform. Dana recalls, "Initially, we had a lengthy manual process where we took our GL file from ADP and manually entered it into Acumatica. This process consumed half a day and posed a significant risk for errors."

Determined to streamline operations, Dana explored an integration between their ADP and Acumatica platforms. "I remember reaching out about integrating ADP with Acumatica and was fortunate to be one of the original test pilot users," she states. This forward-thinking approach enabled D&L to participate in a cutting-edge integration process. "The Acumatica integration has transformed our workflow," Dana adds. "Now, everything is automatic. We no longer have to worry about errors caused by manual entries, like incorrect job numbers, which previously plagued our job costing."



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## Efficiency like never before

The successful implementation of this integration was due in part to D&L's commitment to ensuring proper setup across their teams. "The implementation took a few weeks, primarily on our end, as we ensured everything was set up correctly," Dana explains. With the integration in place, she quickly noticed a change: "As soon as payroll is run, the general ledger entry is created automatically, leading to a much more efficient project flow." This newfound efficiency minimizes delays and errors, resulting in better job cost management.

## The power of real-time insights

One of the biggest advantages of integrating ADP with Acumatica is the real-time data access it provides. Dana emphasizes "Once payroll runs, all my labor information is loaded into Acumatica instantly. It has removed the anxiety of waiting for a manual entry." This quick turnaround allows her to stay on top of labor costs and project updates. "The confidence I feel in the data is unparalleled," she shares, highlighting the impact of timely and accurate information for improved decision-making.

## Transforming decision-making

With better visibility into both projects and financials, D&L has experienced improved decision-making. "This integration allows us to keep a better eye on our projects and overall company financials," Dana explains. "I can monitor overtime and make informed decisions that impact our operations." The ability to track finances in real-time is a game-changer for Dana and her team, as they navigate the complexities of the construction industry.

## Return on investment

In addition to eliminating a disjointed data transfer process, the Acumatica integration has yielded significant time savings. "Simply put, it has saved us half a day in time versus our old manual process - that's around \$8,000 in annual savings," Dana notes. This efficiency frees her team up to focus on strategic initiatives rather than administrative tasks. And as a president who understands the value of an employee's time, she especially appreciates how the integration allows for enhanced productivity across the board.

## The future is bright

Looking ahead, Dana is excited about further optimizing their processes. "One goal is to deepen the integration by possibly transferring hours worked, alongside a project's financial data," she shares. This enhancement would provide even clearer insights into project budgets and labor performance, ensuring D&L continues to make the most informed business decisions.

"ADP has been instrumental in streamlining our processes. Knowing our data is secure and continuously backed up gives us peace of mind," she shares. "Both our employees and I look forward to what lies ahead for us together."

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