Multi-Service Pavement Business Setup Guide for Commander ERP

Use this guide to organize your multi-service pavement operations inside Commander ERP — from initial setup through your first full season running all service lines from one dashboard.

Section 1 — Service Line Inventory

- List every service line your business currently offers: _____

- Identify which service lines are active vs. seasonal: _____

- Identify your highest-revenue service line: _____

- Identify your highest-margin service line (if known): _____

- Identify service lines you plan to add in the next 12 months: _____

Section 2 — Projects Module Setup

- Create a project category for each service line in Commander ERP.

- Enter all active projects by service type with assigned crews and timelines.

- Set up project status stages: Quoted / Scheduled / Active / Complete / Invoiced.

- Assign a responsible team member to each project category.

Section 3 — Bid Templates by Service Type

- Build a bid template for sealcoating — include material cost per sq. ft., labor rate, equipment cost.

- Build a bid template for striping — include linear feet pricing, setup time, paint cost.

- Build a bid template for crack repair/patching — include variable scope pricing structure.

- Build a bid template for full-depth paving — include tonnage, subgrade, equipment, labor.

- Review and update each template with current 2025 material and fuel costs.

Section 4 — CRM & Client Service Mapping

- Load all active clients into Commander ERP CRM.

- Tag each client with their current services: Paving / Sealcoating / Striping / Repair / Other.

- Identify clients using only one service — flag as cross-sell opportunities.

- Set follow-up reminders for top 20 cross-sell targets.

- Add all open opportunities to the Opportunities module by service type.

Section 5 — Crew & Schedule Organization

- Assign each crew to their primary service specialization in the system.

- Enter all scheduled jobs into Task Schedule across every service line.

- Review the combined schedule for conflicts or crew gaps — resolve before the season starts.

- Set up a weekly schedule review cadence for the operations team.

Section 6 — Performance Tracking Goals

- Target revenue by service line for the current season: Paving $____ Sealcoating $____ Striping $____ Repair $____

- Target margin % by service line: Paving ____% Sealcoating ____% Striping ____% Repair ____%

- Schedule monthly Company Performance Report review — segment by service type.

- Set a 90-day checkpoint to compare actuals vs. targets — adjust pricing or resources as needed.