

BUILDERMT CUSTOMERS & THEIR RETURN ON INVESTMENT

OUR FOCUS IS TO ASSIST OUR CUSTOMERS TO BECOME BETTER BUILDERS

Since its inception, BuilderMT has focused on making our customers better builders by combining improved internal processes with the right technology.

We value what our clients bring to the table, so we formed advisory groups, where our clients provide input into the technology solutions they need to be successful and provide input throughout the development and deployment process. This results in a builder-driven systems approach.

What BuilderMT clients have seen from this approach is:

NET MARGINS

- On average, BuilderMT customers have experienced at least a 2% increase in their overall net margins.
- Many of our customers experience over a 10% increase, and even a few over 20%. By implementing a truly integrated system that allows the entire organization to be on the same page, many manual processes or workarounds, Excel spreadsheets and human hours are eliminated, resulting in a more efficient and, naturally, more profitable company.

PROCESSING TIME

Our customers typically see between a 60-80% reduction in overall purchase order (PO) processing time.

This is due to the following:

- Approving a sales contract from Sales Simplicity automatically generates the budgets, POs (start package) and sales price information into accounting in minutes vs. hours or days.
- The autopay workflow (integrating field scheduling to home office scheduling to approval of POs and turning these approved POs into accounts payable invoices) has produced an 80% time reduction and lower staff requirements.
- Controlling and verifying Workers' Compensation, General Liability, Retainage, etc can be performed quickly.

CYCLE TIME/WEB-BASED SCHEDULING/WEB-BASED TRADE PORTAL

- Typically our customers experience a decrease in cycle time by an average of 10 days per house.
- As you know, communication is key. By taking the entire start process, scheduling process and approval process to the Web, we can automatically and instantly keep the superintendent, the office, the trades and the suppliers on the same page at all times.
- This is huge! It affects cash forecasting and cash flow and will absolutely reduce your cycle time, which will eliminate the home to exposure of theft, damage, weather and cause a huge reduction in operating costs. Some of our customers say that it has saved them an average of \$1,800 per day. ($\$1,800/\text{day} \times 10 \text{ days} = \$18,000$. $\$18,000 \times 100 \text{ homes/year} = \$1.8 \text{ million/year savings!}$)

BMT CUSTOMERS & THEIR ROI

ESTIMATING/TAKEOFFS:

- Customers experience a 70% decreased takeoff time and a 10-30% increase in the accuracy of taking off a house/coming up with accurate material quantities. They also experience the same savings when dealing with structural change orders.
- BuilderMT's is the only production system on the market with an estimating and bidding solution for its builders. ability, Retainage, etc can be performed quickly.

REDUCTION IN VARIANCE COSTS:

- TBy offering our builders a Web-based variance purchase order system and approval system, we are truly managing the reasons for variance costs and thus eliminating most of them from happening again.
- This adds profit to the jobs and to your company. Our customers tell us that they are reducing their variance costs by some 50% on each home.

REPORTING TIME/DASHBOARDS:

- Instead of printing reports, we have user-defined triggers and KPIs that can auto alert individuals of variance costs, budget overruns, below base and option margin alerts, budget vs. actual, etc. Management by exception!
- Having instantaneous information the minute a transaction occurs typically saves our builders hundreds of hours in printing reports, manipulating data in Excel, etc. This equates to thousands of dollars of savings each year by having user-defined and instant data at your fingertips.

REPORTING TIME/DASHBOARDS:

- We mentioned the Trade Portal above, but the bidding portion of the Trade Portal has allowed our customers to produce savings of \$500 to \$1,800 per bid from their suppliers and subcontractors. (See Cases Studies and Client Testimonials at <http://www.buildermt.com/clients.html> .)
- By automating the plan delivery, which includes specifications, drawings, the bid sheet and other documents, into a totally paperless and automated system, our builders are no longer spending hours sorting through their bids, manually keeping up with price changes, making copies of plans, using complicated Excel spreadsheets, having trades pick up the documents at their office or having to use administrative help to put together bid packages.

TRULY THERE ARE MANY MORE FEATURES NOT MENTIONED HERE—DOCUMENT MANAGEMENT, WARRANTY, USER-DEFINED FIELDS AND FORMULAS, INTEGRATION WITH MICROSOFT OFFICE, BUSINESS PROCESS MANAGEMENT (BPM), ETC. WE TRUST THAT BY LISTING A FEW OF THESE ABOVE, YOU BEGIN TO UNDERSTAND WHY BUILDERMT'S WORKFLOW MANAGEMENT SUITE HAS BEEN THE MOST WIDELY-USED AND MOST AWARD-WINNING PRODUCTION HOMEBUILDING SOLUTION ON THE MARKET IN THREE COUNTRIES!

There are no guarantees concerning the level of success you may experience with the software represented above. As with any business, your results may vary and will be based on your individual capacity, business experience, expertise and staffing. The testimonials and examples presented are actual results from BuilderMT clients and are not intended to represent or guarantee that anyone will achieve the same or similar results.

The use of our information, products and/or services should be based on your own due diligence, and you agree that our company is not liable for any success or failure of your business that is directly or indirectly related to the purchase and/or use of our products and/or services.