



direct results :: ::


BuilderMT's Web-Based "Bid Management" and eBidding Tool Saves One Builder More Than \$2,400 Per Vendor, Per Bid

Bid Dashboards, E-Bidding, & Broadly Integrated Bid Data Enables Dramatic Savings at Vintage Homes. Training Took Just 20 Minutes.

Lakewood, Colorado — December 17, 2009 — BuilderMT, the nation's best-selling, most-award-winning home-builder software, today announced that an early adopter of its new Web-based Bid Management system has realized dramatic savings, with minimum upfront cost and almost no required training.

BuilderMT's Bid Management, part of BuilderMT's Workflow Management Suite 4.7, is the only system of its kind in the entire construction industry (commercial or residential sectors). While allowing e-bidding, and electronic document management, users of Bid Management can manage bids three ways: by model/option, by job, and by activity.

An early adopter of the eBidding technology, Vintage Homes, based in Memphis, Tennessee, implemented Bid Management in tandem with BuilderMT's Trade Portal. Today, Vintage Homes estimates it saves \$2,400 per vendor / per bid, a *dramatic savings* given that they are actively building homes in 11 communities. For example, for a builder like Vintage Homes that shopped bids to 1) a labor trade, 2) a cabinet shop, 3) an HVAC contractor, and 4) a framer, that builder would save \$2,400 X 4 or \$9,600. Since most builders shop bids repeatedly throughout the year to dozens of vendors, BuilderMT's Bid Management system holds the promise of driving up profit margins on a



national scale for builders willing to make the initial investment to license Bid Management and the required allied software products.

“Though we have great ‘return on investment’ stories for all our software applications,” said BuilderMT’s Tom Gebes, “I have not seen a return this dramatic, or this quick. That said, to realize savings of this magnitude, a builder has to commit to the technology required to improve his operations.”

Bid Management offers the ability to exchange drawings and bid documents, and even payment management. What’s more, with Bid Management, all data generated by the bidding process is automatically integrated across the entire job workflow, from estimating and purchasing to accounting and trade communications, through BuilderMT’s Trade Portal.

About BuilderMT

For the construction industry at large, BuilderMT provides highly customizable workflow and building-process-management software that works in tandem with Sage Timberline Office accounting and estimating software, and with many other wireless and jobsite productivity tools. BuilderMT systems have been purchased by over 800 corporations and more than 7,000 individuals, and the Company manages construction for around 20% of the U.S. new-home market. BuilderMT is widely recognized as a leader in process-driven, best-building-practices for builders, as well as customer service, warranty applications, online training, and innovative wireless applications. To



learn more, visit www.BuilderMT.com, or call (888) 757-1991 ext 105.

Recent awards for BuilderMT include:

- ConstrucTech Hottest Product 2010 (for Phone Apps).
- National Quality Housing: *Professional Builder Magazine*. Two BuilderMT users won the 2009 award: Simonini Builders and Wayne Homes.
- Builder of the Year, North Carolina HBA: Essex Homes, a BuilderMT user.
- ConstrucTech Vision Awards for 2008 – Garman Homes
- ConstrucTech Vision Awards for 2008 – Tim Schaeffer Communities
- *IHTA Award Finalist, 2008*
- *Professional Builder* magazine's 2008 Top 100 Products
- ConstrucTech Top Product 2007
- ConstrucTech Hottest Company of the Year 2007
- ConstrucTech Vision Awards for 2007—Eastwood Homes
- ConstrucTech Vision Awards for 2007 overall Team Award—New Urban Builders
- Tom Gebes named to Builder list of the Fifty Most Influential People in the Home Building Industry, 2006
- ConstrucTech Hottest Company of the Year 2006
- ConstrucTech Vision Awards for 2006—Graham Hart Home Builder
- ConstrucTech Vision Awards for 2006 overall Team Award—Generation Homes
- Home Builder Executive Magazine 2006 Award for Scheduling Software
- Home Builder Executive Magazine 2006 Builder Technology Innovation



Award

- Tom Gebes, President of BuilderMT, Ernest and Young Entrepreneur of the Year Finalist, 2006
- ConstrucTech Vision Awards for 2005—Delcor Homes
- ConstrucTech Hottest Technology of the Year 2005
- TechHomeBuilder High Impact Products of the Year 2004

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