

BuilderMT Adds and Re-Aligns Staff to Meet Fresh Demand Among Builders for the Cost-Cutting Abilities of Its Award-Winning Software

Defying the Down Market, Builders Who Seek Cost Containment and Process Controls are Turning to BuilderMT

Lakewood, Colorado – October 9, 2007

BuilderMT, the nation's leading provider of production management software for residential home builders, today announced that it has staffed six new positions and realigned existing personnel to accommodate fresh demand for BuilderMT's Business Process Management solution and Workflow Management Suite.

BuilderMT's Business Process Management – a highly intuitive graphical tool that creates and maps complex business processes – has generated more excitement in the industry than any recent software product. With a special focus on document management, key performance indicators (KPI), and process control, Business Process Management brings a level of cost containment and command-and-control capabilities that are unheard of in the home building industry. Business Process Management (BPM) now has a waiting list of builders eager to implement it.

Logan Homes, an early adopter of Business Process Management (BPM), discovered \$750,000 in immediate savings through an automated BPM routine, which immediately paid for the software more than twenty times over.

In another example, "just by automating manual processes, BPM yielded three hours per week across 80 staffers, equating to \$4,800 a week, or \$240,000 per year in savings," said Justin Myers, Operations Manager for Eastwood Homes.

"BPM will cut the process time for a VPO from one week to one day or less. BPM can continually check budget variances on every project," said Matt Kausch, of Tim Schaeffer Communities, an early BPM adopter.

Jason Krankota, a widely noted expert in home building processes, has just been hired by BuilderMT as a sales engineer to oversee the marketing and sales of the BPM solution. BuilderMT has staffed five other positions, including a Customer Advocate. One of those hires is Jason Short, who grew up the home building industry and is widely seen as a leading expert in home building processes.

As a testament to the excellence of BuilderMT's software, the Company recently won three new technology awards, bringing their total to 13 awards since 2004. BuilderMT won ConstrucTech

magazine's Hottest Company Award for 2007. This is the third year in a row that BuilderMT has won this award and they are only the fifth company in history to win the award three times. Additionally, at this year's ConstrucTech Vision awards ceremony, two BuilderMT clients also won top awards. Eastwood Homes won a Gold Vision Award and New Urban Builders won the prestigious overall Team Vision Award.

With BuilderMT, New Urban was able to lop 95 days of carrying costs per home off their books. Eastwood Homes saved 240 hours per week across all 1,500 annual starts, amounting to 312 work weeks saved each year because of BuilderMT Business Process Management technology.

Recent awards for BuilderMT include:

- ConstrucTech Hottest Company of the Year 2007
- ConstrucTech Vision Awards for 2007—Eastwood Homes
- ConstrucTech Vision Awards for 2007 overall Team Award—New Urban
- BuilderMT president 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 Finalists for 2006
- *ConstrucTech* Vision Awards for 2005—Delcor Homes
- *ConstrucTech* Hottest Technology of the Year 2005
- *TechHomeBuilder* High Impact Products of the Year 2004

About BuilderMT

For large and medium-size home builders in the \$250 billion home building industry, BuilderMT provides highly customizable building



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process management software that works in tandem with Sage® Timberline Office accounting and estimating software, systems used by one in four of the Builder 100. BuilderMT systems have been purchased by more than 600 corporations and 7,000 individuals that manage nearly 300,000 housing starts annually, more than 20% of the 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. Since its inception in 1999, BuilderMT has maintained its status as a debt-free, highly profitable company that invests its profits back into infrastructure and software development. To learn more, visit www.BuilderMT.com, or call (888) 757-1991.

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