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The e-newsletter for clients of Timberline, a Best Software company

## Testa Builders adds production management to reduce labor costs, stay on schedule and grow bottom line

Ohio-based Testa Builders, the residential construction arm of Testa Companies, builds 400 to 600 single- and multi-family units each year, and the company depends on Timberline **Production Management** to keep everything progressing smoothly.

Chief Operating Officer Joel Testa says his company originally chose Timberline Office **accounting** and **estimating** software because it was one of the few available that could be used for both residential and commercial construction.

"I'm very much a techie, and I try to push the envelope within our company for what technology can do for us. Like most organized builders, we strive for the goal of total integration and as much of a paperless office as is possible, and Timberline is invaluable on both fronts," Testa says.

### Connectivity in the field

Testa Builders' job-site supervisors all use Palm Pilots that allow them to update the schedule in Production Management and approve purchase orders.

"It eliminates most of the job-site paperwork," Testa says.

He estimated that it saved each job-site supervisor at least six hours a week. Before they started using the Palm Pilots in the field, each job-site supervisor would spend one day a week in the office doing paperwork. "Now they simply do it as they walk the houses in the field," Testa says.

He says that although the software doesn't directly affect how many houses Testa Builders builds a year, it has reduced the number of people they need to build them.

"Since our supervisors are more productive, it allows them to run more jobs. And because we need less office staff to run them, it allows us to put those people in other areas to make them more productive," Testa says.

### Keeping subcontractors in the loop

Testa Builders also uses the software to automatically notify vendors on a daily basis of any changes to the schedule or new job starts. Most of the company's vendors now have e-mail, so they get the information almost instantly.

"That saves a considerable amount of time and work in the office. Going to Production Management allowed me to take one person who spent 80% of their time updating schedules and uploading them to our website and move them to our customer service department where they spend 100% of their time keeping our customers happy. This increased the staff in that department making everyone's job easier without costing the company any more money. Now scheduling is so automated that there's just a little bit of maintenance that needs to be done which is handled through our purchasing department," Testa says.

### Integration invaluable

Testa says one of the key benefits is the integration between all the functionality of the Timberline Office system, from estimating to accounting and from Production Management to purchase orders.

"The more times you enter data, the more room for error there is and the longer it takes which means the more people you need. Timberline makes you much more productive and much more accurate," Testa says.

### Note from the president

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Timberline Employee Appreciation Day is next Thursday. Offices will be closed during the afternoon of **June 17**.

The company uses a template for each of the 18 different models of homes that it builds, and the software makes it easy to apply the template to each job that is created. "All you have to do is pick a start date, and it schedules the job out for us," Testa says.

*For more information about production management, contact your Timberline solution provider for a product demonstration, or call 800 628-6583 (+503 439-5178 outside the U.S.). Or, if you prefer, go [here](#) to submit a product information request. For more information about subscribing to a Timberline Service Plan, you can use the same request form or call 800 858-7098. If calling from outside North America: +503-439-5074.*

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