

## Adoption of BuilderMT's New "Trade Portal" Spikes as 3000 Trade Partners Quickly Join the Web-based System to Check Orders, Schedule & Payment Status

Even as housing slows, BuilderMT nearly doubles its overall user base in the first quarter of 2007, setting pace for another record year of growth.

**Lakewood, Colorado—May 22, 2007**—BuilderMT—the nation's leading provider of production management software for residential homebuilders—today announced that its user base has spiked to more than 7,000 users, as 3,000 trades and subcontractors have quickly signed on to BuilderMT's new Web-based Trade Portal.

In just the first quarter of 2007, 3,000 trades and subcontractors have signed on to pay to use the Trade Portal service. Remarkably, those 3,000 new BuilderMT software users originated from just the initial 25 builders who implemented Trade Portal. With 700 corporations licensed to operate BuilderMT software, the rapid adoption of Trade Portal promises to accelerate BuilderMT's user base – currently at 7,000 – beyond 10,000 users in just a few short months.

Trade Portal is a Web-based service that allows a builder to share real-time workflow data with subs and allied trading partners. A builder maintains a single database of schedules, workflow management, and transactions, yet allows trades and subs to access that workflow and view detailed information about purchase orders, bid packages, work orders, schedules, warranty, and payment status through any secure web browser. BuilderMT serves a wide range of the nation's largest and most sophisticated builders, many of whom want to extend the extreme control they have over their operations with BuilderMT to their subcontracts and allied trading partners. Trade Portal allows that real-time data sharing, yet maintains the integrity and control of the builder's data.

Trade Portal costs the user less than the price of a cup of gourmet coffee, as BuilderMT charges just three dollars (\$3.00) per month per user for a year's access to Trade Portal. Trade Portal represents real cost savings and cost avoidance for each builder user because it enables a highly customizable "pull" technology that draws trading partners to builder-centric data. BuilderMT Trade Portal users no longer rely on hit or miss phone calls, faxes and e-mails to deliver critical information to their trade partners.

With Trade Portal, subs or allied trading partners have a unique Web site that accesses a record of their activity with their builder clients. A customizable "dashboard" showcases any builder updates or events that affect the sub or trading partner, while also offering a portal for best-practice sharing, company news, and events. Trade Portal uniquely provides secure viewing screens that offer critical data for individual trade partners, such as approved, issued,

or cancelled purchase orders and event schedules that can be viewed by projected, schedule, or completion dates. Additionally, schedule notifications can automatically appear in the Trade Portal that are triggered from the BuilderMT Workflow Management Suite (WMS) Scheduling module.

"It is remarkable that in this down market, when many technology companies are struggling just to survive, BuilderMT is experiencing record expansion of its user base," said Tom Gebes, president of BuilderMT. "Trade Portal is a powerful yet flexible tool that helps to remove the communication clutter and disorganization that hinders the future of so many home builders. By maximizing work flow and data access BuilderMT generates measurable cost savings and cycle time reduction for its users and Trade Portal is another example of that philosophy. The rapid adoption of it by the trades has exceeded even our ambitious expectations."

### Recent Awards for BuilderMT


BuilderMT has established itself as the best-selling, most award-winning software suite for residential home builders of nearly any size, with year-on-year growth that outpaces all of its competitors combined.

#### Recent awards for BuilderMT include:

- 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 homebuilders in the \$250 billion homebuilding industry, BuilderMT provides highly customizable building 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 has been purchased by over 700 corporations and 7,000 individuals



that manage over 280,000 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, on-line 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 <http://www.BuilderMT.com> or call (888) 757-1991.

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