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Press Release

Source: BuilderMT

BuilderMT Heats Up Southern Homes' Performance and Profitability with Integrated Workflow Management Suite

Thursday April 20, 10:45 am ET

The Coveted 2006 Lee Evans Award Was Just Awarded to BuilderMT Client, Southern Homes, for Exemplary Practices, Accelerated Profitability, and Superior Financial Results

LAKEWOOD, Colo.--(BUSINESS WIRE)--April 20, 2006--BuilderMT, the nation's leading provider of production management software for residential homebuilders, today announced that its client, Southern Homes (Lakeland, FL) was awarded the Lee Evans Award for Management Excellence for 2006. The widely respected and coveted Lee Evans award is recognition for Southern Homes' exemplary practices, a dramatic spike in their profitability, and superior results driven by dramatically improved workflow performance. Southern Homes has been a BuilderMT client for two years, and they have recently experienced dramatic growth in their net profits, from low single digits to double digits, a remarkable achievement in the highly competitive Florida new home market.

"Several years ago we made two critical decisions; replace our ERP back-office system with Timberline-BuilderMT and adhere strictly to Shinn Consulting - Lee Evans Group methods," said Greg Masters President, Southern Homes. "Our gross profits have gone up considerably since switching to BuilderMT. The market has helped us, but BuilderMT drives efficiency in many different areas. We adjust budgets quicker and easier now than ever before. We'll be adding more workflow modules, including their scheduling module, because we know they will help us get better faster. BuilderMT is an important partner in achieving and sustaining profitable growth."

"Since implementing BuilderMT, Southern Homes exhibited an uncanny ability to exploit the many strengths of our workflow management solution," said Tom Gebes, President of BuilderMT. "Southern Homes' award is substantial third-party validation that the right software tools blended with leadership and discipline to adhere to industry Best Practices as taught by Shinn Consulting, are powerful fuel to boost dramatic spikes in performance and profits. Southern Homes' embrace of our Workflow Management Suite, and the public recognition of their success by a noted consultant, highlights the value of discarding old, calcified legacy software and replacing it with BuilderMT's proven, process driven and 'future-ready' suite of solutions. We're proud of the role BuilderMT played in helping to boost Southern Homes' performance and happy to have played a supporting role in their winning the 2006 Lee Evans Award."

Recent Notable Corporate Developments for BuilderMT

- BuilderMT's 2005 sales and customer acquisition grew by sixty-three (63) percent over its record 2004 year.
- The Company has increased staff, adding new developers, customer support teams, and technical writers, as it expands its national network of independent consultants, business partners, and technology partners, like Timberline (London: SGE.L), Nextel (NASDAQ: [NXTL](#) - [News](#)), Panasonic (a division of Matsushita Electric Industrial Co. Ltd. (NYSE: [MC](#) - [News](#))), Verizon Wireless (NYSE: [VZ](#) - [News](#)) and Research in Motion (Nasdaq: [RIMM](#) - [News](#); TSX: [RIM](#) - [News](#)).
- BuilderMT launched its new web-based virtual design center, VDSee® in early October 2005.
- BuilderMT reshaped the competitive landscape of builder software systems by offering true, real-time, wireless scheduling in the field through its Jobsite Field Management application.
- BuilderMT won three notable awards in 2005, including Constructech Magazine's "6th Annual Vision

Awards" (with Delcor Homes), the "High Impact Award" from TechHomeBuilder magazine, and Constructech's "Technology and Automation's Hottest: Residential Advancing the Marketplace."

- BuilderMT has also garnered national feature magazine coverage and profiles of successful customers in Constructech, TechHomeBuilder, Builder Magazine and Big Builder Magazine and the Nation's Building News.

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 534 corporations and 3,800 individuals to manage over 175,000 housing starts annually, more than 15% 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 puts its profits back into the infrastructure and software development. To learn more, visit www.BuilderMT.com, or call (888) 757-1991.

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