

ATLANTIC BUILDERS & BUILDERMT PARTNER TO DISCOVER COST SAVINGS & PROCESS IMPROVEMENTS



Atlantic Builders
GIVING YOU MORE

AN AWARD-WINNING, ESTABLISHED, PRIVATELY-OWNED REGIONAL BUILDER THAT HAS DELIVERED THOUSANDS OF BRAND-NEW HOMES FOR NEARLY A QUARTER CENTURY IN THE FREDERICKSBURG, VIRGINIA AREA

COMPANY PROFILE:

AVG. HOME PRICE \$400,000

2011 CLOSINGS: 49

2010 CLOSINGS: 49

OPERATIONS: 11 communities

OPTIONS/MODEL: 500+

EMPLOYEES: 11,

incl. 2.5 Supers and 3 Sales

SOFTWARE

BuilderMT's Workflow Management Suite (WMS), incl.:

- Model Manager
- Trade Portal
- VPO Management

Sage Timberline Office Accounting
Sage Timberline Office Estimating

WHAT WE FOUND

1. Inability to generate reports with data stored on different programs and used a third-party software, that later crashed and resulted in data loss
2. Needed a better way to send POs to trades and subs
3. Manually created each phase, item and assembly, which took 2 or more weeks
4. Also manually entered pricing, at least three times per item
5. Difficulty tracking down discrepancies between materials/labor invoices and variance reports from the field

WHAT WE DID

1. In a GoToMeeting, BMT's professional services were able to educate and demonstrate that the functions needed were already on their desktop as part of the Workflow Management Suite (WMS)
2. A BMT professional services consultant assisted Atlantic Builders in discovering the features and benefits of WMS
3. Utilized BuilderMT model manager to create product database in Timberline Estimating
4. Atlantic Builders learned the ease of updating costs and effectively communicating with their trades
5. Atlantic Builders discovered how WMS automatically provides detailed analysis by community and lot

HOW ATLANTIC SUCCEEDED

1. Now has fully rationalized their product database and processes without need for any other third party software
2. Now creates phase, item and assemblies in 30 secs versus 2 weeks
3. Now communication with their trades has become streamlined without need for email, fax or mail by using Trade Portal
4. Now, whenever a price changes, they can easily populate all areas of the database by only entering the information once
5. Now variance and profit reports are part of their workflow

“THERE WERE FEATURES AND FUNCTIONS IN BUILDERMT'S WMS THAT WE SIMPLY WEREN'T AWARE OF, AND ONCE WE GOT THEM ACTIVATED-WHICH DIDN'T TAKE MORE THAN A WEEK OF WORK- WE HAVE DRAMATICALLY MORE EFFICIENT OPERATIONS. IN FACT, WE ARE IN A POSITION TO **GROW THE COMPANY WITHOUT ADDING ANY BACK-OFFICE STAFF.**”

- APRIL KETCHEM

CONTROLLER, ATLANTIC BUILDERS

WE CONTINUALLY STRIVE TO ADVANCE OUR TECHNOLOGY WITH INNOVATIVE IDEAS AND SOLUTIONS.
FOR MORE INFORMATION ON BUILDERMT'S PRODUCTS, SERVICES, CASE STUDIES AND CLIENT TESTIMONIALS,
VISIT WWW.BUILDERMT.COM OR CALL 1-888-757-1991 EXT 271