



direct results :: ::



## **Vintage Homes Saves More Than \$2,400 *Per Bid* When Using “Bid Management” from BuilderMT**

*Vintage Homes Now Manages All Bid Activity On the Web, With All Data Automatically  
Integrated Into Estimating, Accounting, & Trade Portal*

Vintage Homes builds in the Memphis, Tennessee area, and even in this 2009-2010 market, the Company has activity in 11 communities underway.

How has Vintage Homes weathered the downturn?

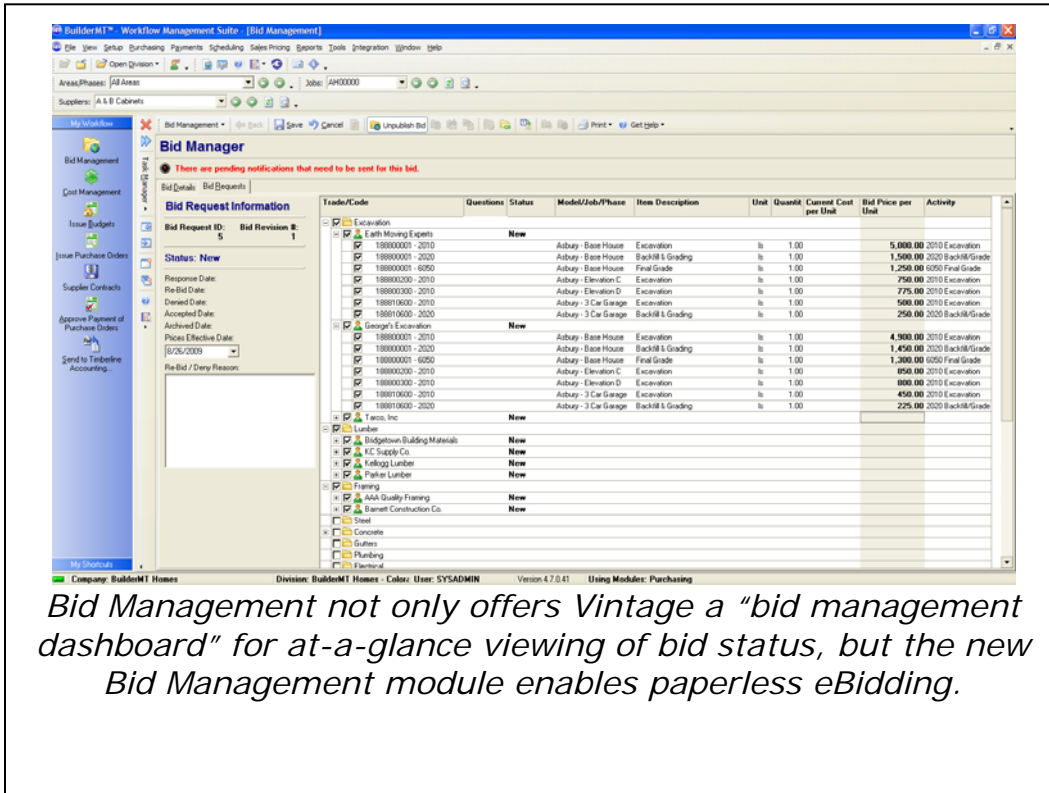
That's easy.

They've done it with a great reputation for customer service, as well as a real focus on quality and variety. Today Vintage Homes offers 24 models, ranging in size from 1,200 to 4,000 square ft. So, you can only imagine the data management

### **Vintage Homes Snapshot**

*Hometown: Memphis, Tennessee*

- 2009-2010 Activity: Starts in 11 communities underway.
- Offerings: 24 models
- Size range: 1,200 to 4,000 sq. ft.
- **Software:**
  - Sage Timberline Office
  - BuilderMT
    - Bid Management
    - Trade Portal



*Bid Management not only offers Vintage a “bid management dashboard” for at-a-glance viewing of bid status, but the new Bid Management module enables paperless eBidding.*

task associated with so many variables and options. As with any successful builder in today's competitive market, Vintage Homes runs top-shelf software to

track workflow, accounting, estimating, options, trades, and suppliers. For accounting and estimating, Vintage runs Sage Timberline Office, and for workflow management, they run BuilderMT's Workflow Management Suite (WMS). One of the reasons they went with WMS over other systems is because of the wide variety of workflow modules that BuilderMT has rolled out over the years—modules that have made BuilderMT the most-award-winning, best-selling workflow management solution in North America.

Indeed, with workflow increasingly focused on the Web and mobile applications, BuilderMT has kept pace with such offerings as “phone apps” – through a partnership with Verizon – that extend robust office functionality out to the field, and a series of Web-service applications, one of which Vintage Homes adopted for managing bids.

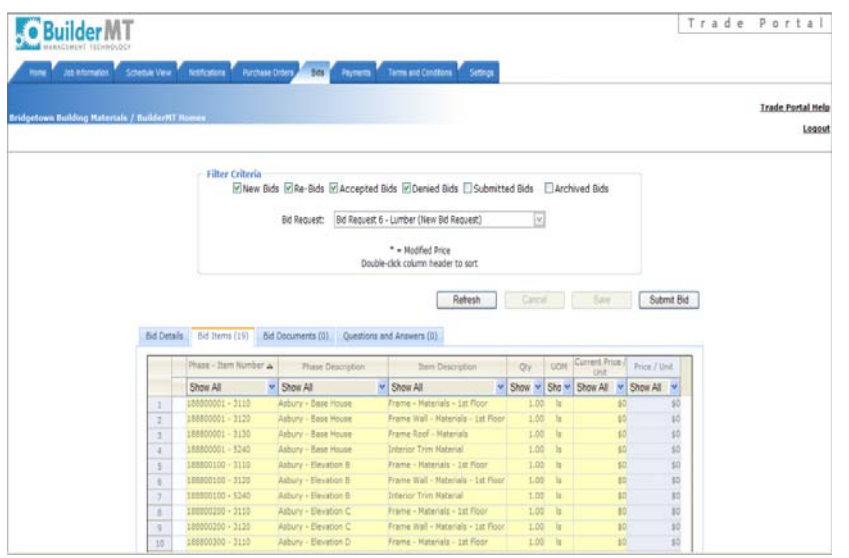
**Savings Summary: Vintage Homes saves more than \$2,400 per bid. That is \$2,400 savings for every trade or vendor to which a bid is shopped!**

## Web-Based "Bid Management"

In June, 2009, BuilderMT introduced a new Web-based "Bid Management" tool that offered a dramatic opportunity to view and act on all the data that flows around bids. Vintage Homes was an early adopter of the new product. Bid Management not only offers Vintage a "bid management dashboard" for at-a-glance viewing of bid status, but the new Bid Management module enables paperless eBidding. Perhaps best of all, the data generated by this Web-based bidding process is


automatically and fully integrated into Vintage Homes' systems, from estimating and purchasing to accounting and trade communications, through BuilderMT's Trade Portal.

BuilderMT's Bid Management (part of WMS version 4.7 and later releases) is the only system of its kind in the entire construction industry, including the commercial or residential sectors. Users of Bid Management not only send and receive bids over the Internet, but they can manage their library of electronic documents. And the bids can be



The screenshot displays the BuilderMT Trade Portal interface. At the top, there is a navigation menu with options like Home, Job Information, Schedule View, Notifications, Purchase Orders, Bids, Payments, Terms and Conditions, and Settings. Below the menu, there is a filter criteria section with checkboxes for New Bids, Re-Bids, Accepted Bids, Denied Bids, Submitted Bids, and Archived Bids. A dropdown menu for Bid Request is set to 'Bid Request 6 - Lumber (New Bid Request)'. Below the filter section, there are buttons for Refresh, Cancel, Save, and Submit Bid. The main area contains a table with columns for Phase, Item Number, Phase Description, Item Description, Qty, UOM, Current Price/Unit, and Price/Unit. The table lists 10 items related to the 'Aubury - Base House' project, including materials for the 1st floor and interior trim.

*All the data generated by the Bid Management system is automatically and fully integrated into Vintage Homes' systems, from estimating and purchasing to accounting and trade communications, through BuilderMT's Trade Portal.*



managed in any of three ways: by model/option, by job, and by activity.

With Bid Management, Vintage Homes can request bid quotes from trades and suppliers for every model and option within one or all new-home communities or projects. Vintage can also manage bids by job or elect to use the process for just one project. If Vintage wants to manage bids by activity, it can receive bids for specific activities such as excavation, framing, HVAC, plumbing, concrete, and drywall. Bid Management even allows one-time supplier bids and rebidding.


The Bid Management system uses two modules within BuilderMT's award-winning WMS. Bid Management resides in the Purchasing module, and that means that the bid data is automatically integrated throughout Vintage Homes *and* to any other alliance software systems. Bid Management also resides in Trade Portal, and accordingly, the data generated by and managed within Trade Portal becomes integral to all communications with subcontractors.

### **Are the Savings Real? You Bet!**

After Vintage Homes implemented Bid Management, BuilderMT asked bid manager Deborah Yeargin what the true saving were for using the new BuilderMT module. Keep in mind that previous to the implementation of Bid Management, Vintage Homes was managing bidding manually across 24 models and 11 communities.

"With the previous manual method, we would print plans and submit them to trades," explained Yeargin. "We would give them three days to get pricing back to us. Then it would take another one to two days to get pricing into our system."

"But now, with Bid Management, it takes me only 20 minutes initially to set up a bid, attach the right documents, and publish the bids. Our trades are required to get the bid



back within 48 hours. If we accept their bid, then it only takes seconds to upload pricing.”

How does that efficiency of BuilderMT’s Bid Management translate into real dollars?

“Factoring in all recourses used,” said Deborah Yeargin, “I would say about \$2,400 per bid – *that is \$2,400 savings for every supplier or trade (including labor trades) that we shop bids to.* And you can add in another \$25.00 per bid for the paper savings, because everything is digital now; we rarely print anything out.”


### **Training? Allot Just 20 Minutes**

You might think that a system like Bid Management would be difficult to learn and train for, but Deborah Yeargin and her team at Vintage Homes were able to learn the software in 20 minutes.

That is not a typo: *20 minutes training is all that was required.*

What’s more, the subs were eager to come along. Bid Management works best when it runs in tandem with BuilderMT’s Trade Portal module, another Web-based tool. “Because of our extensive dependence on Trade Portal, we require that all our trade partners have Internet access,” explained Deborah Yeargin. “The trades that have received bid requests from us using Bid Management have all responded positively. This saves them time and money, too. We attach our plan documents in a DWF file. This way they do not have to print plans either; they can do the estimate through Auto Desk Design Review software.”

### **Bid Dashboard**




When Vintage Homes monitors the bid process, they have access to Bid Management's Bid Dashboard, which allows Vintage to review all bids, with drill-down capabilities to bid-specific information. Upon acceptance of a bid, Vintage can see the costs for all jobs or for specific jobs, and even set up the supplier's costs as the default for future jobs. They can view a comparison report of up to six bidders and select the lowest bid, as well as printout a bid contract to send to the vendor for signature.

Here is how another Bid Management user, Sunriver Development, explained the benefits of Bid Management system: "BuilderMT's Bid Management – along with their Trade Portal – has shortened our bid time by a week for our Production Homes and two weeks on our Semi-Custom Homes," said Chuck Marshall, Sunriver Development. "I can literally bid out the entire home in three days, release it for construction, and have all my costs stored or updated in our cost database during the bid process. I no longer have to track down trades to clarify bid items; everything comes to me 'apples for apples.' I accept the trades' costs, and my budgets are built. And because we are short staffed due to the economy, this has really helped us keep our Purchasing Department ahead of the game."

"Bid Management is one of those BuilderMT modules that generate immediate savings and solves problems that are very clearly holding down the builder's margins. The return on investment (ROI) for Bid Management is very clear, and pay-back can be achieved in a matter of days of use, if not just *hours* of use" said Tom Gebes, BuilderMT's president.

#### **About Vintage Homes**

The Vintage experience begins at one of our premier community locations, where their trained new-home consultants can help buyers choose the home site that best suits their tastes. Buyers can choose from numerous



luxury home plans. All of Vintage's homes have a distinctive style and feel that welcomes the buyer home and invites their guests in. When the buyer has chosen a plan, he or she has a chance to personalize the home to suit their tastes. Vintage Homes "Lifestyle Choices" allow buyers to add structural features to their home, such as a bay window, or extending a room, or adding a garage bay with a room above. At the Vintage Homes Show Room, buyers can make their homes unique, as they choose colors and finishes that compliment their tastes. From choosing their home site through choosing their finishes, the Vintage Homes experience is both pleasant and rewarding. Learn More: [www.VintageHomesOnline.com](http://www.VintageHomesOnline.com).

### **About BuilderMT**

For the construction industry at large, BuilderMT provides highly- customizable workflow and building-process-management software that works in tandem with Sage Timberline Office accounting and estimating software and with many other wireless and jobsite productivity tools. BuilderMT systems have been purchased by over 800 corporations and more than 7,000 individuals, and the Company manages construction for around 20% of the U.S. 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. To learn more, visit [www.BuilderMT.com](http://www.BuilderMT.com), or call (888) 757-1991 ext 105.

Recent awards for BuilderMT include:

- ConstrucTech Hottest Product 2010 (for Phone Apps).
- National Quality Housing: *Professional Builder Magazine*. Two BuilderMT clients won the 2009 award: Simonini Builders and Wayne Homes.
- Builder of the Year, North Carolina HBA: Essex Homes, a BuilderMT user.
- ConstrucTech Vision Awards for 2008 – Garman Homes
- ConstrucTech Vision Awards for 2008 – Tim Schaeffer Communities
- *IHTA Award Finalist, 2008*
- *Professional Builder* magazine's 2008 Top 100 Products
- ConstrucTech Top Product 2007
- ConstrucTech Hottest Company of the Year 2007
- ConstrucTech Vision Awards for 2007—Eastwood Homes
- ConstrucTech Vision Awards for 2007 overall Team Award—New Urban Builders
- 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 Finalist for 2006
- ConstrucTech Vision Awards for 2005—Delcor Homes
- ConstrucTech Hottest Technology of the Year 2005
- TechHomeBuilder High Impact Products of the Year 2004

# # #