



Construction Supply

New Mexico's Construction Supply finds "the right tool for the job" is Progressive Solutions' bisTrack software.

In construction, if you want to do things right you have to use the right tool for the job. Brian King, the President of Construction Supply, a three-location operation in New Mexico, says that also applies to the LBM business. A self-described fan of technology who graduated from the University of Southern California with a Masters in business administration, King describes the search for software that led him to Progressive Solutions' bisTrack, and eventually, the 2008 Excellence Awards for Technology from ProSales Magazine.

"The biggest thing for me when we started looking to improve our technology was looking for tools to help us monitor and implement business strategy," says King. "There's no question that bisTrack is the right product to do that. It's so much more than just point of sale."

Windows®-based bisTrack was developed specifically for building industry suppliers. It helps building materials distributors and dealers manage complex sales, inventory control and other business transactions, with outstanding support for softwood and hardwood products.

"When we originally justified the software purchase, I was looking at savings in FTEs (full time equivalents), and the support cost difference and hardware cost and all of that. The unexpected benefit turned out to be margin. We were originally thinking three to five years for payback, but it happened in months not years, and that's just the improvement in the gross margin. Within the first eight or ten months, we went from 23, 24 to 28, 29, and now we're running a little above 30.

"Think of this: if I'm doing a million dollars in sales every month and I can get five per cent more margin on sales, that's \$50,000! So, the payback for me was a matter of months, which was totally unexpected."

| *continued...*

"Progressive Solutions listens and provides us with the tools we need to make our business successful!"

—**Brian King**, *President*

One supplier. One integrated system. Only Progressive Solutions.

LOCATION	Farmington, New Mexico
WEBSITE	www.lumberusa.com
FOUNDED	1881; President Brian King is 5th generation in the family owned business
EMPLOYEES	35
AFFILIATIONS	LMC, Amarillo Hardware
SALES BREAKDOWN	70% contractor, 30% government/commercial/ industrial/retail
USERS	bisTrack - 30 Users Microsoft Dynamics® GP Advanced - 4 Users 3 Locations
PSI SOFTWARE	Payroll, HR, Web Track, Scan Track, Mobile Software, EDI to LMC and Amarillo, Credit/ Debit cards, Microsoft Dynamics GP
PSI IMPLEMENTED	July 2006





bisTrack™

Case Study



Construction Supply ...continued.

King says the visibility of the sales order workflow with bisTrack is one of several factors responsible for Construction Supply's improved business.

"bisTrack has allowed us to do a better job managing inventory. You can spot products that are selling, products that aren't selling, and manage all of those better. Now we're capturing more information every time we create a ticket, and with Scan Track technology, EDI, and other features, like the emailing orders and statements, we're probably down three FTEs since we went live.

"Also, in our old system we had no way of knowing we had made mistakes until after they were incurred. Now, we see those things as they happen. We can see margin alerts immediately and fix the issue before the order gets out and delivered to a customer. bisTrack provides much better visibility into the sales order process, so we're not giving away as much material as we were before. That's a biggie right there."

"As well, the dashboards available and the ones we've built give us access to bisTrack and Microsoft Dynamics Great Plains financial information. This provides us with critical real time information that lets us make better decisions."

Thanks to Progressive Solutions' industry leading customer support, Construction Supply's annual support costs for technology have also gone down substantially.

"Progressive Solutions isn't just a software vendor, they're a technology partner. We can talk to them about what we need. They listen and provide us with the tools we need to make our business successful. I look back at the things we asked them to do and they're all there. As a result, bisTrack's functionality has expanded and now we've got the tools and the back office capacity we need so we can expand the business significantly before having to invest in more people to do that.

"The fact is, we made money last year, and we've continued to make money this year. I attribute a lot of that to the technology we're employing at our business. ■

"bisTrack provides us with critical real time information that lets us make better decisions."

"The payback from our investment in bisTrack software happened in just months."

—**Brian King**, *President*

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