

## CASE STUDY - Corona Cabinets

Tim McDonald of Corona Cabinets believes that every manufacturer, including his competitors should use TradeSoft.

"Those not using the software don't know what their costs are, so they bid a \$50k job at \$33k to win it. This puts pressure on everyone else to do jobs cheaper and cheaper. You can't do jobs for a low price just to win the job. But using software, you know which jobs you can go in cheaply and which ones are going to lose you money."

Tim McDonald explains why Corona Cabinets decided that estimating and factory management software was a must-have. "Time and accuracy needed improving. We had a spreadsheet that was good for its time. It worked by pricing per item. But by estimating one item at a time you can't see the big picture of a job or the factory costs on a spreadsheet." In contrast, for large jobs, ProjectPAK can show you job cost details for the overall job, for individual components of the job, and right down to individual work order details.

Tim came to the conclusion that TradeSoft's ProjectPAK and ShopPAK software was the only solution that packaged together all the functionality needed. TradeSoft solutions are backed by 15 years of dedicated development and support, driven directly as a result of its customers very needs.

TradeSoft's ProjectPAK solution assists estimators by allowing them to get on with estimating. It eliminates guess work and estimating tasks can be delegated easily. The estimator does the work; not the admin staff re-entering guestimated figures in to a word document. As a result, the boss can look at line type reports, tender reviews, and start to work on the business, not in it.

Happy estimators also mean productive estimators! ProjectPAK enables users to estimate with assemblies. "We were using another software package whose estimating function was not as powerful as ProjectPAK. With ProjectPAK we can write our own assemblies to suit the way we build things in our business," says Tim. "We also now keep the right amount of stock because it's easy to see how we're using it. What's more, we've been able to negotiate some great deals with our suppliers."

On the factory floor, ShopPAK provides Corona Cabinets with target hours. It's well known that teams work better when they have guidelines and goals with which to work. Corona Cabinet proved this and more. "Target hours have helped our production. You know how long jobs take per person and per function. If one job takes longer, you can see how and where this occurred. You can adjust the job in real time, or adjust your next job if it's a trend. I can even respond to requests for pay rises! I know who's worth a rise or how they need to improve their performance."

From front office, to production, to business strategy; TradeSoft software supports all business functions. It doesn't just facilitate growth, it drives savings, growth and peace of mind as a matter of course.

Our customers save time and money everywhere because they can make profitable decisions quickly.

[Click here](#) to read more testimonials. Or use the enquiry form to the left to find out how you too can profit using TradeSoft.