

## What Our Customers Say

About TradeSoft Estimating, Job Tracking, Job Costing and Scheduling

“ProjectPAK and ShopPAK have improved our estimating and job control immensely. Estimating in ProjectPAK can be done accurately and efficiently by inexperienced estimators. It also create realistic labour budgets for all your factory work centres. Using ShopPAK you can easily compare actuals vs estimates on all labour and material operations within a project. Setting realistic labour targets has motivated our staff to achieve the budgeted times.”

Tim McDonald, Owner - Corona Cabinets

CASE STUDY - Corona Cabinets

“TradeSoft products have made our company more efficient and as a result have saved us time and money. Our inventory and stock control are the best they have ever been, we know where every sheet of board is, where every hardware item goes, the amount of stock that is on the factory floor at one time. This helps us with one of the most important parts of any company; cash flow.”

John Keane, Owner - Emerald Shopfitters

“TradeSoft has changed the way that we do estimating, making it a lot quicker and a lot more accurate. It didn't take a great deal of time for me to set up the database; I do this as I go along. This is because entering information in to the library is pretty easy and I can add to it every time I price a new job. We would eventually like to use TradeSoft for every aspect of our business.”

Scott Hawley, Estimator - Base Interiors

“The software we were using didn't provide end-to-end functionality so we decided to switch to TradeSoft. Our estimating process has changed as a result of the speed and accuracy that TradeSoft brings. The software gives users a consistent and clean product library so anyone can look up information and now other people in the business can estimate, not just the manager. We have seen benefits on the factory floor as well. TradeSoft has enabled us to streamline work orders and an improved production process means we can manage products more efficiently. We will continue to get loads of benefits from being able to track jobs so accurately. We have also seen huge benefits in inventory; we no longer invest in items we rarely use and our stock levels are maintainable.”

Steven Dal Molin, Projects Co-ordinator - Civardi Furniture

“I originally used TradeSoft in a shop fitting business and now manage an importer in the building and construction industry. I saw a good fit for TradeSoft even though it was originally designed for the shopfitting industry and I regularly

quote projects exceeding \$1 million. The best thing about the software is that the product library has everything your business sells in one place. Once it's in the system, it's there forever so you can reference back to it whenever you need to. TradeSoft becomes a fundamental part of your business and by having all your quotes and estimates in one place it makes finding them easy, it cuts down time and it's accurate.

John Rickatson, General Manager - Select Products National

"We outgrew our old system because we needed more control and reporting. I find TradeSoft a very powerful tool. Using the reports I can clearly see which areas of my business require my focus to work on efficiencies, for example, I can isolate where my costs and overheads look to high or where items are taking too long to manufacture."

Ali Mahmoud, Owner - Rest Interior

"We needed to organise ourselves administratively to be able to take our business in a new direction. TradeSoft has introduced more structure and accuracy when quoting for new work and our inventory has become more organised. We're very happy with the software overall and once our system is fully set up it should be all that we need to manage our entire production process."

Marc Rigby, Projects Co-ordinator - Bella Design Joinery

"I thought I would take a look at TradeSoft after seeing Vikki and Michael on TV on the Kochie's Business Builders program. At the end of the day I found that while my own spreadsheet was pretty accurate, TradeSoft brought lots of other benefits to our business. Every area has seen improvements from quoting to calculating the hours required on the factory floor. The software is perfect for a business who wants to accurately calculate their margins. In fact, it is because of this that we have been able to very successfully take our business in a new direction."

Beau Harris, Manager - Precision Kitchens

"We originally looked at three different applications and 4 Views was the only one who did the demonstration well and could get the software to work! The library has been very useful for easily re-using existing data and the printed reports ensure that everyone can now read each quote the same way."

Karen Budd-Anderson, General Manager - Budget Shopfitters