



**READY TO GROW YOUR BUSINESS  
AND YOUR BOTTOM LINE?**

**303-579-6277  
kdietzen@keymark.com**

Read the entire use case on our website:

**smartbuildsystems.com**

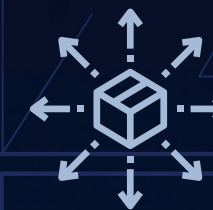


**SMARTBUILD SYSTEMS INCREASES  
SALES FOR CONTRACTORS  
AND DISTRIBUTORS**



**CONTRACTOR**

- ✓ Cost of doing business dropped 75%
- ✓ Reduced time spent on each sale by 60%
- ✓ Deal close rate increased to 50%
- ✓ Error rate dropped to less than 5%



**DISTRIBUTOR**

- ✓ Immediately added 4 new contractors
- ✓ Increased annual sales by 10%
- ✓ Eliminated man-hours spent doing takeoffs for contractors
- ✓ Reduced "ready to ship" time to 48 hours or less

# SMARTBUILD SYSTEMS INCREASES SALES FOR CONTRACTORS AND DISTRIBUTORS

## About the Contractors

A father and son contractor team was spending 75% of their time chasing leads, yet only 15% of those deals were turning into customers.

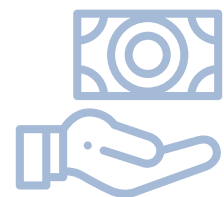
The men were also frustrating their distributor who was wasting 200-man hours per year doing their bids and correcting errors.

That's when **SmartBuild** stepped in.

“At a recent trade show,” said the Distributor, “our people worked with our dealer using SmartBuild to generate more than 50 real-time bids for customers over just two days. This is exactly what we hoped to do with good Post Frame software.”



**35% increase**  
in deals closed by contractor



**10% increase**  
in annual sales for distributor



**75% decrease**  
in the cost of doing business

## Built Before the Buyer's Eyes

**The distributor completely changed the way the contractors operated.**

**SmartBuild** let the contractors work as they never could before, showing the buyer his building in 3D graphic view - with all the “what-ifs” he could imagine:

- What if we added cupolas?
- Let's see what would happen if we didn't have a porch...
- What would it cost to put a shed on the side?
- How about a gable roof?
- No, gambrel...

The contractors finally had a tool that bridged the gap between what the buyer was describing, and how the finished building would look.

**Push a button and SmartBuild does the rest:**

- Populates the sales contract
- Compiles the bid and order using the custom database
- Calculates the price including materials, labor, and sales tax
- Builds a cut list for sheathing and trim
- Automatically generates construction drawings
- Creates a description of the building
- Emails and prints a copy for the buyer on the spot

*If you want your contractors to love you and buy from you – provide the software tool they desperately need – SmartBuild Systems.*

