

Weigh the Advantages of a Complete Business Solution



Imagine... A management technology solution tailored to today's homebuilder, based on the most up-to-date, industry-standard open database. A solution built to support homebuilder-specific business processes, integrating information from across your business enterprise, reaching business partners, subcontractors, customers, field staff, suppliers, and lenders.

Stop imagining. The **FAST Builder Management System™** (FAST), the premier Enterprise Resource Planning (ERP) system and management tool for builders throughout the country, puts all operational functions for your business on one platform. This fully integrated, single-point-entry and data capture system is designed to

make your business run more efficiently, maximizing profits. With the integrated capabilities of FAST, cost-conscious builders are able to make proactive business decisions, automate processes, track costs and schedules, and quickly isolate problem areas. No more reconciling different systems or spreadsheets – all information is point-in-time as your business transactions occur, providing the most up to date snapshot of your company at any time.

Find key information at your fingertips

With FAST, all management information is seamlessly integrated throughout your company and perpetually updated. Your management team has the information needed to make timely decisions whether in development, sales, marketing, production, accounting, finance, or warranty.

Increase efficiency

Implementing a plan and managing exceptions is a way of working that helps builders

operate smoothly. Using FAST's management by exception tools, all cost and schedule variances can be easily tracked. Business metrics, analyzing the performance of your business partners, provide real-time business intelligence critical to determining which partners end up costing you more time and money than others. This comprehensive approach saves operational costs by not only showing an accurate picture of your daily operations, but also providing the information needed to take corrective action.

Reduce project management oversight

Generate turnkey bids or detailed take-offs for plans and options to create budgets and purchase orders. Maintain vendor pricing in a single location. Communicate with subcontractors and suppliers daily using automated faxing, email notifications, and collaborative Internet-based systems. Identify potential vendor conflicts well before they occur to prevent schedule



slippage. Use management by exception reports to proactively manage cost variances and schedule delays.

Review financial reporting in real time

Reduce processing time and eliminate discrepancies by using purchase orders as invoices. Produce draw requests and review job equity information by tracking loans by lender draw stage. Track customer deposits to ensure payments aren't overlooked. Generate proceeds projections to determine revenue at closing. Print customized statements in real-time to access current and historical financial information.

Realize new sales and marketing effectiveness

With FAST's market demographic analysis capabilities, you can easily assess whether you're hitting your target market. Generate standard letters to prospects/customers or pro-



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duce mass mailings at the push of a button. Your sales staff and buyers select automatically priced lots, plans, and options. Estimators quickly price custom change requests. Design centers review and record color and style selections on-line to integrate with purchase orders. Print computer-generated sales agreements.

Solve tomorrow's problems today with new technology

While FAST provides the foundation for your complete business solution, it also puts other technologies to work to meet your business needs. Handheld computers connect your field personnel to the back office. Schedules, purchase orders, vendor information, and customer options and selections are all as close as the Internet. FAST's open SQL database provides an industry standard solution to support all your reporting, Intranet and Extranet tools. Supplier collaboration systems connect you to a virtual e-business community, supporting electronic transactions and connecting your supply chain to job schedules.

Choose benefits from the best in the business:

- Get key information immediately to act on strategic opportunities.
- Control operating costs.
- Know which products are most profitable.

- View your company's financial picture daily for proactive management.
- Make timely pricing, purchasing, and acquisition decisions.
- Stop duplicated efforts. With FAST information is consistent in all areas.
- Communicate more efficiently with your subcontractors and suppliers.
- Access current financial information, keep lenders and investors satisfied.
- Reduce overhead with increased efficiency.
- Identify critical problems early to implement corrective actions that impact profitability.
- Assess risk positions for timely decision-making
- Track customer progress in the buying cycle.
- Monitor the effectiveness of marketing efforts.
- Work on creating new business instead of running to keep up with current business.

If you believe there has to be a better way to manage your business, we invite you to take a closer look at FAST's approach. Weigh the advantages of a complete business solution. Choose the benefits of buying a management information system from the best in the industry. Implement business tools that support profitability. Integrate processes to create greater efficiency with a system that can grow with your company into the future.