



Olivewood Builders Integrates ProEst Estimating with Accounting and Eliminates 25 Hours of Data Entry on Each Job

The Challenge

Joe LoConte, president of Olivewood Builders, Inc., is no stranger to technology. In addition to long-term use of construction accounting software, the custom home builder and remodeling contractor based in Mountain View, California, was an early adopter of estimating software. Approximately 13 years ago, LoConte set aside his hand-written estimates and implemented ProEst Estimating.

Olivewood currently generates 25-30 estimates each year using ProEst. Years of historical data stored within the software make complex estimates easy to customize based on the homeowner's needs, the project budget, and special circumstances.

Estimating accuracy, stresses LoConte, is paramount to profitability. "With estimating," he explains, "it's important that we get the right number at the end and that we don't miss things. When you're working on an estimate under a time crunch, you want to make sure that you have money against every line item on your list. ProEst highlights items on an estimate that don't have dollar amounts against them, making it virtually impossible to overlook them."

When LoConte realized it was possible to integrate ProEst with Olivewood's current accounting system developed by Foundation Software, he contacted ProEst about moving forward. He felt this interface between accounting and estimating would take Olivewood to the next level of technical efficiency.

The Solution

ProEst went to work on a solution, creating a utility for Olivewood that would make the two programs compatible. According to LoConte, ProEst added a section to that allowed Olivewood to assign

At-A-Glance

Company:

Olivewood Builders, Inc.
Mountain View, CA
Custom Homebuilder and Remodeling Contractor
Employees: 18
Annual Revenues: \$6M

Challenge:

Needed a way to import estimates from ProEst directly into their accounting software.

Solution:

ProEst Estimating integrated with Foundation Accounting Software.

Results:

- > Manual data entry time is reduced by 20-25 hours per job
- > Internet training offers collaborative problem solving and more time savings
- > Historical data simplifies the creation of complex estimates
- > Key features ensure estimate accuracy
- > Responsive customer service is evident at all levels



accounting codes to line items on an estimate.

“All of a sudden,” says LoConte, “we had a bridge between the two systems. We could now download or import information from one program to another almost instantaneously.”

The Results

“The ability to import estimates from ProEst into Foundation saves our accounting staff 20-25 hours of data entry time per job,” states LoConte. Over the course of five or six custom homes or large remodels each year – totaling approximately \$6M in annual revenues – that’s a significant time savings for the Olivewood staff.

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**Joe LoConte, President
Olivewood Builders, Inc.**

Bottom Line

LoConte will be the first one to tell you that, over the years, ProEst has really gone the extra mile to make Olivewood happy. “ProEst has been very responsive to our needs, whether it was retrieving old data, helping with a support issue or customizing our reports. The biggest challenge we have faced so far is the need to import estimates from ProEst into Foundation. No doubt about it, ProEst handled this request with its usual speed and attention to detail.”