

Smart-Builder

the world's leading glass design software



Return On Investment Analysis

Trying to find ways to increase profitability is the goal of almost every business. Using ABC Glass as an example, we demonstrate how Smart-Builder's range of software can improve your business profitability.

Monthly Figures	Before Using Smart-Toolbox		After Using Smart-Toolbox	
		Total		Total
Normal Quotes Made	60		60	
Normal Quote Value ¹	1,500		1,520	
Normal Jobs Won ²	40%	36,000	45%	41,040
Extra Quotes Made ³			10	
Extra Quote Value ⁴			1,650	
Extra Jobs Won			20%	3,300
Total Jobs Value		36,000		44,340
Expected Glass Cost	20%	7,200	20%	8,868
Glass Wastage ⁵	3%	216	1.5%	133
Actual Hardware Costs	20%	7,200	20%	8,868
Office Staff & Overhead ⁶		10,000		10,000
Installer Time Per Job ⁷	8	4,800	7.8	5,265
Net Income		6,584		11,206
Increase in Net Income	70%			

¹ Can easily quote multiple options in a range of costs for a customer and also add extras such as mirrors in the same quote.

² More attractive and professional looking quotes give customers confidence in ABC Glass and significantly increase conversion percentages.

³ Able to quote even less likely or more complex prospects because quoting is faster, can be done by less technical staff and automated glass and hardware calculations allow safely quoting more complex jobs.

⁴ Able to quote more complex showers with confidence that the correct glass and hardware costs have been accounted for.

⁵ Reduced glass wastage through avoiding calculation mistakes.

⁶ Significant increases in quotes made and showers installed can be made just with existing office staff by increasing efficiency through faster quotes, blindingly fast re-quotes, computer calculations of glass and hardware sizes and costs, centralised records, measure and installation scheduling, computerised tracking of outstanding glass orders, etc

⁷ Installation drawing provides consistent and accurate information to installers on items to take to site and reduces time spent on repeat visits or phone calls to or from the office.

Contact Smart-Builder now to improve your business profitability



The Smart-Builder software suite.

www.smart-builder.com

e: info@smart-builder.com

ph: +44 (0) 20 7372 0736