

Quick Facts:

Industry: Wood Products

Company Information:
\$29 Million Annual Sales
150 Employees
Headquartered in Texas
Operating Since 1977

Scenario: Needed an innovative budgeting software package to handle their diverse complexity and detail, while still being user friendly enough to be used by employees with little computer experience.

Solutions: Chose PROPHIX software after researching several other companies and possible software solutions.

Benefits: Currently saving \$950,000 per year in operational improvements. For every \$1 invested in PROPHIX software and maintenance fees, BMS and Framesaver received \$67.07 back.



Case Study - Burns, Morris & Stewart, Lp , d.b.a FrameSaver

“For every \$1 invested in PROPHIX software and maintenance fees, we receive \$67.07 back.”

Michael Kunk, CFO

Return on Investment

\$330,000 in reduced overhead annually. With increased involvement in the budgeting process and holding departments accountable for sharing their cost and department expense information, the staff was better able to understand and manage the costs associated with their own operations.

34.8% increase per year in Full Time Equivalent sales.

Annual sales of a Full Time Equivalent in the plant went from \$270,000 to \$366,000 per FTE. This was achieved by using the PROPHIX Personnel Planner (P3) capability that is built in PROPHIX software to better manage the entire workforce.

\$450,000 in direct labor savings.

Background

For over 30 years, the hard work BMS/FrameSaver has done to produce high quality door frames and accessories has achieved leadership for them in the wood products industry. Having much to be proud of, they have built their outstanding reputation on quality products, fast delivery, fair pricing, and renowned customer service. The FrameSaver team is committed to the big picture: providing innovative building products to satisfy their customer's needs for life.

Recognizing the Problem

Michael Kunk, CFO, realized that the company needed an innovative budgeting software package. They had sales and plant employees with no budgeting experience and little computer exposure who needed to be able to use the software. Although some of their potential users weren't as experienced as others, they still needed a product that would be robust enough to handle a lot of complexity and detail, while not killing them on installation costs!

They were accustomed to using Excel spreadsheets and MS Access databases.

Implementation

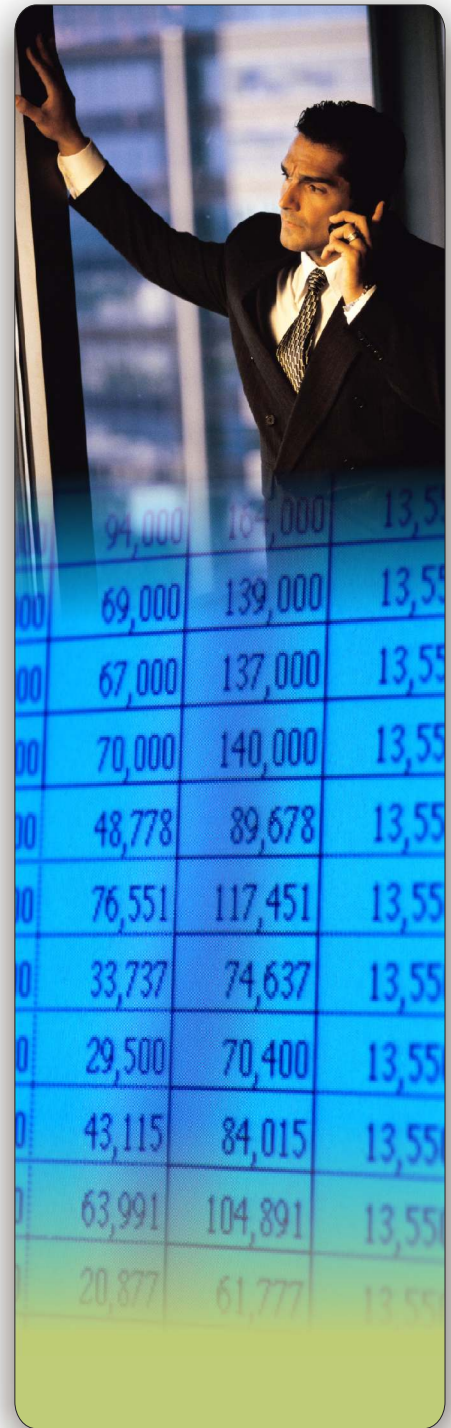
In keeping with maintaining their professional edge by using the latest technologies to manage and provide quality services and products to customers at competitive prices, BMS/FrameSaver started using PROPHIX software in October 2004. As a result of using PROPHIX software, BMS/FrameSaver is currently saving \$950,000 per year in operational improvements.

Building a Solution

The staff loves PROPHIX. They get to track their own departmental expenses. For the first time ever, they get the satisfaction of feeling a sense of ownership and responsibility. They are now in control of their respective areas of operation, an empowering feeling for them.

Bottom Line

Before PROPHIX, BMS/FrameSaver had only 200 budgeted accounts. Today they have 180,000 potential budgeting categories for department, employee and project codes. With this, they have the flexibility to drill down as far as the work center level and find more efficient ways to work their budgets interdepartmentally with a level of detail they were not capable of before. **PROPHIX**



"We are very satisfied with our PROPHIX software and its implementation. It paid for itself before we even finished the entire installation!"

Michael Kunk, CFO, Burns, Morris & Stewart/
FrameSaver

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