

## RECENT CASE STUDY FINDS THAT TIM O'BRIEN HOMES CAN INCREASE STARTS 20% WITHOUT ADDING STAFF

*Efficiency is Gained Through the Use of BuilderMT™ and Other Software Solutions*



**Denver — July 14, 2015** — BuilderMT, the widely-acknowledged market share leader in workflow management solutions for mid-market home builders, revealed in a recent case study that its client, Tim O'Brien Homes, can increase start volume by 20% without adding staff through the use of BuilderMT and other workflow management solutions.

To achieve this ability to scale-up without staffing-up, Tim O'Brien uses advanced software platforms that automate all sales and construction processes, allowing for an extremely lean staff.

The Company runs the entire BuilderMT Workflow Management Suite, as well as Sales Simplicity, Sage Accounting, and CG Visions. With the recent addition of BuilderMT's Builder Portal™, all affiliated trades and construction managers now have unrivaled access to lot-specific information in a largely paperless environment, further allowing for reduced staff.

With the resulting efficiencies that Tim O'Brien Homes has gained, the company reports that it is now capable of expanding its start volume today by 20% without adding a single new person for operations and construction management. Today, Tim O'Brien Homes builds 3,000 sq. ft. homes, priced from \$280,000 to \$320,000; options packages range from \$20,000 to \$60,000/home. The Company will start 150 homes in Milwaukee in 2015. (There is another company division in Madison, WI.)

"Scaling-up without staffing-up is one of the keys to assuring higher profits," said Tom Gebes, BuilderMT's president. "With BuilderMT we consistently see home builders like Tim O'Brien that are able to run with leaner staffs and typically generate higher margins than their peers."

### About BuilderMT

For the home building industry at large, BuilderMT (a MiTek company) provides highly-customizable workflow and building-process-management software that works in tandem with leading accounting systems and other wireless and jobsite productivity tools, such as CRM and warranty management. For 20 years, BuilderMT systems have been purchased by more than 1,000 home builders and cumulatively used as a desktop workflow tool by upwards of 10,000 home building professionals. BuilderMT is widely recognized as a leader in process-driven, best-building-practices for home builders, as well as customer service, warranty applications, online training and innovative wireless applications. To learn more, visit [www.BuilderMT.com](http://www.BuilderMT.com), or call (888) 757-1991 ext. 271.

### About MiTek

MiTek is a diversified global supplier of software, engineered products, services, and equipment to the residential, commercial, and industrial, construction sectors. MiTek Industries' passion for its associates' well-being and its customers' success is the company's hallmark. A Berkshire Hathaway company (NYSE: brk-a, NYSE: brk-b) since 2001, MiTek has operations in more than 40 countries on six continents. Learn more: [www.MiTek-us.com](http://www.MiTek-us.com) and [www.MII.com](http://www.MII.com).

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