

SWM & SONS, INC.

CUSTOM HOMES

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RE: Buildsoft vs. Contractors Software Group

SWM & Sons builds approximately 40 - 50 custom homes per year. We also develop land into additions for our homeowners to build on. We have used Buildsoft for 15 years and have been very happy with it. About 2 years ago we started having some problems when we would upgrade our desktop computers. Since Buildsoft was an older program it didn't always work with the new computers.

The owner of our company spoke to CSG at the Home Builders Convention in Florida and we decided to try it and see if it would work better for us. Their program looks like it does a lot more than Buildsoft and we were excited until we actually started using it. We were used to Buildsoft (being so easy to understand) and this program was very difficult for our employees to comprehend. Anyone who sat down at the computer and worked in Buildsoft for 1 day would figure out how it worked. CSG was very difficult for all of us to grasp. On one hand it is nice to have all kinds of different options, but if you will never use all of them and it makes the program very difficult to use, why bother. One question we had was how we could void a check. With Buildsoft you go to "void a check" and put in the check number and it puts the invoice back into payables. With CSG you had to do 5 to 6 different steps to accomplish the same thing. It was like that with about everything we tried. One of the big differences between CSG & Buildsoft is any change to a check - say for instance we coded this particular check to "slab" instead of "flatwork", in CSG again it takes 4-5 steps to change this, where in Buildsoft you change one thing and it's corrected.

Since Constellation bought Buildsoft they have been diligent in their promise to update Buildsoft. So far I feel they have done a great job. I would recommend Buildsoft to any builder.

Sincerely,



Nanette Kneeland
Office Mgr.