



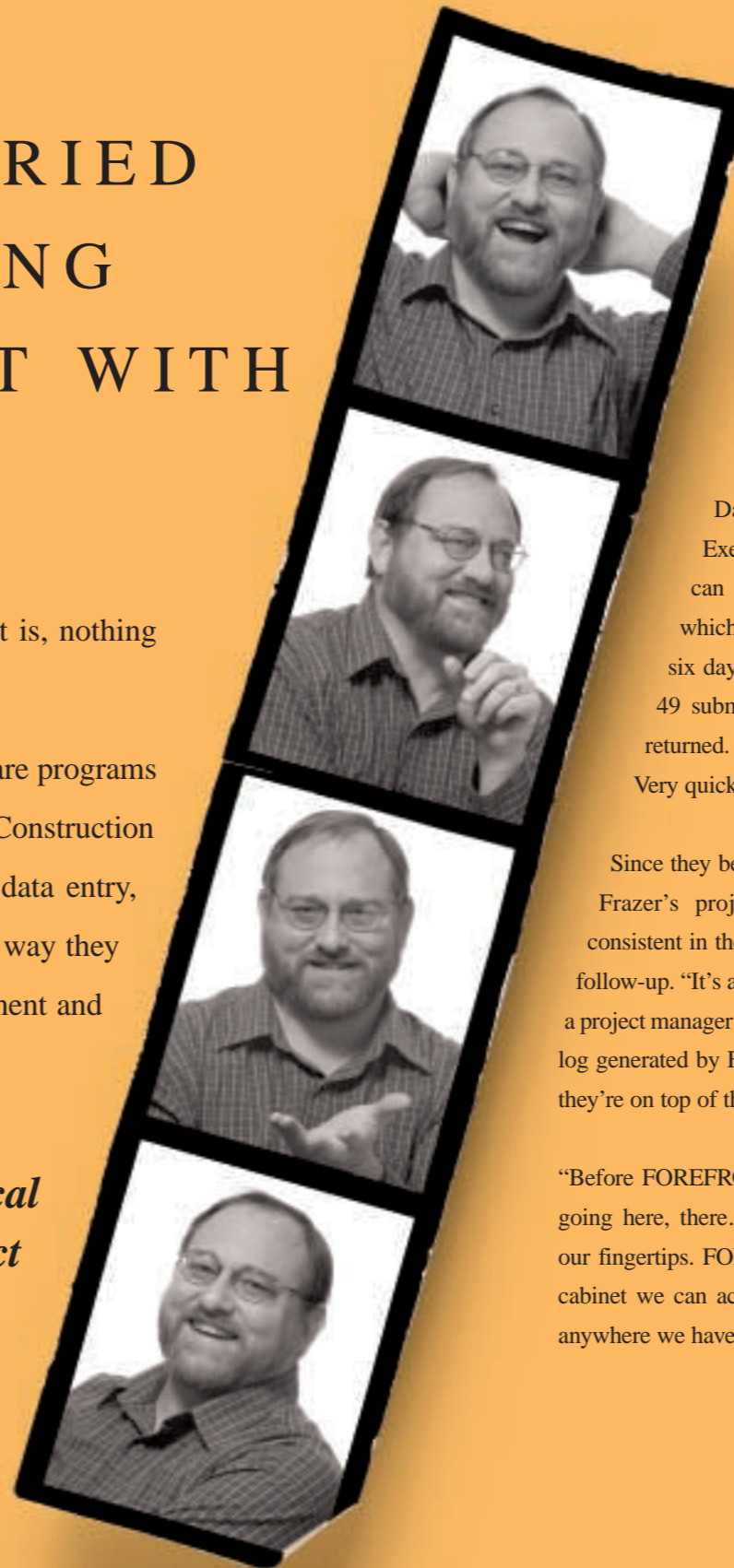
DOES HE LOOK WORRIED ABOUT INTEGRATING PROJECT MANAGEMENT WITH ACCOUNTING?

At first glance, you might think that Dan has lost his mind. Fact is, nothing could be further from the truth.

You see, five years ago, Dan traded in H.B. Frazer's mix of software programs and manual logs for Dexter + Chaney's integrated FOREFRONT® Construction Management Software. Now Dan and H.B. Frazer enjoy single data entry, instant – and accurate – job status reports, and consistency in the way they do things at the office. And with the addition of Project Management and Document Imaging, Dan has even more to smile about.

“FOREFRONT is practical and intuitive. Our project managers love it.”

Dan Mistichelli, CFO
H.B. Frazer Company
King Of Prussia, PA



“With Document Imaging, FOREFRONT is now my file cabinet.”

Within six months of implementing FOREFRONT Project Management, all of H.B. Frazer's project managers were using it. “Every one of them has said FOREFRONT is easy to learn. They love it.”

Dan loves it too. “Looking at my Executive Overview screen for one job, I can see we've written 19 RFIs – all of which have been answered – and it only took six days on average for a response. We have 49 submittals so far; 47 of those have been returned. We have one change request executed. Very quickly, I can see what's going on.”

Since they began using Project Management, H.B. Frazer's project managers have become more consistent in their processes and more timely in their follow-up. “It's amazing how our clients respond when a project manager arrives at a meeting with a detailed job log generated by FOREFRONT. The perception is ‘boy, they're on top of things.’

“Before FOREFRONT, we had multiple paths of paper going here, there...everywhere. Now information is at our fingertips. FOREFRONT is our file cabinet – a file cabinet we can access from remote offices, job sites – anywhere we have an Internet connection.”

Document Imaging puts paper in its place – namely, inside your computer – so everyone in your organization can access A/P invoices, time cards, drawings, photos... whatever! Just attach existing documents or scan new documents into FOREFRONT. Boom – they can be accessed from anywhere in the system.

“My top three reasons for choosing FOREFRONT? Integration, integration, integration. All of our information flows together. We can look at an RFI, for example, find out if it became a change request, see when the change request was approved, and what change order it's tied to. We can follow that RFI from initiation to final resolution – by date and detail in an organized, uniform way. That makes life so much easier.”

“FOREFRONT integrates everything. Project Management, Accounting, Human Resources.”

Before FOREFRONT, Dan took work home every weekend. “H.B. Frazer averaged \$20 million in revenue. Job status and billing often lagged behind. Since implementing FOREFRONT, we've grown 50%, added two offices, and reduced both accounting and project management support staff.”

These days, work stays at work. And that leaves Dan time for more enjoyable weekend activities – like coaching his youngest daughter's softball team.

Read Dan's full story at www.dexterchaney.com.

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