

# DAN RYAN BUILDERS MAKES BUILDPRO® THE BACKBONE OF COMPANY-WIDE PROJECT MANAGEMENT, STREAMLINING BUILD MANAGEMENT FOR RAPID GROWTH

Staff Spends Less Time and Effort  
Managing Jobs, Beating Out Local  
Competitors for Subcontractors



“ BuildPro® has become the industry standard; it’s like the iOS® of iPhones®. It helps us increase our leverage in the market with subcontractors because our project scheduling has a 95% or better accuracy rate. It is an extremely powerful tool. ”

Will Beckwith Corporate Business Analyst  
Dan Ryan Builders.

# EXECUTIVE HIGHLIGHTS FROM DAN RYAN BUILDERS' SUCCESS

- Building across 6 states and 10 metro markets required the operationalization of diverse builds
- Project management processes were not optimized company wide, resulting in time-consuming, inconsistent job costing and scheduling
- Highly sought after subcontractors realized Dan Ryan Builders' project management accuracy enabled them to bid and perform work with the confidence of getting scheduled and paid on time.
- BuildPro® enabled Dan Ryan Builders to create unique templates for various builds and generate reports for optimal efficiency
- The product's intuitive interface, job-site friendly iPad delivery, and ease-of-use drove rapid ubiquitous adoption
- Multiple departments benefit; Superintendents see "green, yellow, red" status in real-time; Account Payables take minutes, not hours; sales teams can validate build status anytime; and upper management's "quick snapshot" dashboard shows job health for multiple sites instantaneously.

Home building is an industry where profitability is optimized by fine-tuning project management. Executives know the most lucrative builds are those where home projects are well defined and repeatable - making subcontractor scheduling more efficient.

The level of complexity increases significantly when builders look for opportunistic land purchases as they expand their footprint. This means new cost models, new subcontractors and new weather patterns are prone to effect the performance of a build.

Streamlining and operationalizing home builds means superintendents and project managers must be prepared to vigilantly monitor their budgets, local subcontractors, supplies, trades and more.

This process becomes costly when projects are tracked ineffectively. For instance, builders using disconnected project management and billing systems are more likely to make errors in data entry. Likewise, superintendents still relying on paper-based schedules, phone calls and faxes often miss out on profitability trapped in the back and forth.



## Quick Facts



## Dan Ryan Builders

- One of the nation's largest privately owned home builders
- #28 Builder in the Nation by Builder 100
- Rapid growth across 6 states and 10 metro markets
- 93% Customer referral
- Builder of Integrity award winner since 2008
- Approximately 2,000 homes built annually
- Diverse products including townhomes, villas, duplexes, single family, and estate homes.



“ Superintendents are like orchestra directors. Before tools like BuildPro, this skill was very hard to scale. ”

Will Beckwith

LOWER FLOOR PLAN  
2012

## 3 Key Catalysts for Change

Rapid growth challenges even the most effective organizations. Dan Ryan Builders' expansion into new geographies and new home products brought key challenges like:

### #1 Project Management Processes that Couldn't Keep Up

More builds in more places mean more exposure to risk and inefficiency. Build project management suffered from lack of congruity resulting in delayed insight into build progress and business health.

### #2 Complexity of Multi-Product Plans

Building everything from townhomes to estates, superintendents needed home build templates for every project type to accurately manage construction and profitability.

### #3 Competition for Subcontractors Makes Accuracy Critical

Hot markets make vying for quality subcontractors even more difficult. Dan Ryan Builders needed to make project management reliable to compete by assuring subcontractors a full day's work.

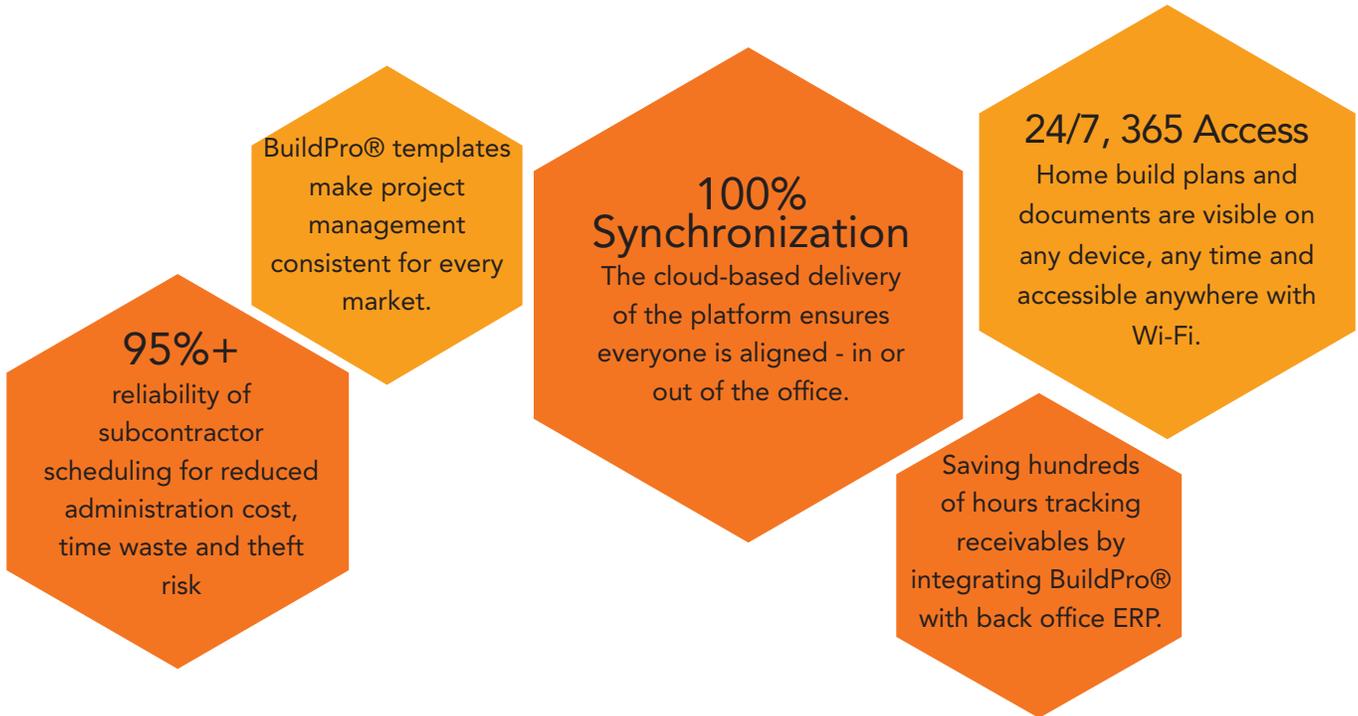
# BuildPro® Delivers the Solution. Dan Ryan Builders Wins Market Leverage

Anticipating competition for subs would be fierce, Mr. Beckwith and the Dan Ryan Builders team decided to increase their commitment to BuildPro. “We believe it is the best home builder project management software on the market. It has the most functionality and the most vendors using it,” explained Mr. Beckwith. “We decided to make it a companywide initiative because we needed a way to effectively compete for contractors in several different markets – some of which are very broad ranged.”

In today’s age of 4 – 6 month build horizons, this operationally-driven competitive edge is what helped make Dan Ryan Builders successful. Mr. Beckwith coordinated with various departments to create many of the BuildPro® construction management templates used to drive replicable and reliable build schedules. The company builds a wide variety of projects ranging from townhomes to estates, each required individual templates.

These templates linked directly to local subcontractors in the system. By leveraging the product’s inherent “just-in-time delivery” – trades were automatically notified of when and where they were needed to perform the next job.

## KEY OUTCOMES FOR DAN RYAN BUILDERS



“

As a Business Analyst for Dan Ryan Builders, I look at the efficiency of how we build. BuildPro® gives me the power to leverage congruity. There’s no more ‘he said, she said,’ in the scheduling.”

Will Beckwith  
Dan Ryan Builders

## CLOSING REMARKS ON WHY IT'S WORTH IT TO MOVE TO BUILDPRO®

"Honestly if you really use it – it makes being a builder easy to do."

Will Beckwith



### About Hyphen Solutions

Hyphen Solutions, LLC provides over 55,000 builders, installers, and manufacturers with industry-leading supply chain scheduling, procurement and collaboration solutions. Hyphen's SaaS applications deliver greater operational control, better communications and increased productivity for both home builders and their building partners who use our applications. The Hyphen Network services over 400 builder divisions which loaded more than 200,000 new homes on the system in 2017. This existing network will execute over 20 million home builder purchase orders this year totaling in excess of \$27 billion in PO dollars.

Hyphen's product base includes: BuildPro for scheduling, SupplyPro for trade management, BRIX for enterprise resource planning, BuildPro Inspections for punchlist management, BuildPro Storm Water Inspections Management for SWPPP inspections, BuildPro Progress Pay for land management, Lien Release for lien waiver management, BuildPro Warranty for homeowner satisfaction, BidConnect for bidding, SupplyPro Connect for trade automation, SupplyPro Field Management Services for supplier field personnel, SupplyPro Renditions for supplier automation, and SkuSphere for product cataloging. Learn more at [www.HyphenSolutions.com](http://www.HyphenSolutions.com) 877.508.2547 .



### About Dan Ryan Builders

At Dan Ryan Builders, we stand by our Mission Statement as we continue to grow: Recognized Quality, Satisfying Value, Affordable Price, and Excellent Customer Service, because we want you to love the home you live in.

Our commitment to customer satisfaction is at the core of our company and the new homes we build. Consistently, 93% or more of Dan Ryan Builders' customers would recommend Dan Ryan Builders to a family member or friend looking for a new home. Since 2008, the company has been awarded the prestigious, "Builder of Integrity" award by QBW Warranty Corporation. Before we consider your home finished, we hire 3rd party quality inspectors prior to settlement, because delivering a home that you love is worth it. According to our inspectors, the level of Dan Ryan Builders quality is, "outstanding and far superior" to what they typically see. Strong traditions and strong values help us understand that your home is more than an address - it's the backdrop to your life. When you open the door to your new Dan Ryan Builders home, you're opening the door to better living, so why wait? Find Better Value, Better Living today! Learn more at

[www.DanRyanBuilders.com](http://www.DanRyanBuilders.com)