d-tools
System Integration Software

System Integrator **SIX**

ROI Quote Stat Sheet

D-Tools System Integrator SIX software helps companies increase revenue, streamline their processes, and improve their profitability by reducing time and costs. Here are some examples from actual software users that describe how D-Tools has been beneficial to their companies in the areas of estimation, system design, and project management.

ESTIMATION RETURN ON INVESTMENT

- Forefront Innovation is experiencing a **40%** reduction in the area of proposal creation.

- Due to streamlining the business as a whole, J. Becher has experienced a 50% business increase year by year and has increased profitability by **25-30%** per job.

- DL Technologies has saved 2-6 hours per quote depending on the size as a result of implementing D-Tools Software

- Before Twilight Sounds implemented D-Tools, only **80%** of the items in a proposal were accounted for , now they can account for about **98%** for all elements of the job. Their bids went up at least **15%** since using D-Tools –and it's justified because everything is accounted for.

- Have Audio Video Systems has experienced an increase in revenue by as much as **45%** compared to prior the adoption of D-Tools throughout the company. D-Tools has also reduced costs by **20%** in part because all items are accounted for from the start of a project.

- Audio Video Designers is reducing costs by **$10,000** a year in loss reduction, saving 8-10 hours of labor time per job, reducing employees' time on task by 10%, and customer satisfaction has been increased by **25%**.

- Audio Video Lifestyles has reduced their product costs **$300,000-$500,000** by accounting for all equipment while increasing product revenue by **15%** by accurately charging clients

- By utilizing D-Tools full capabilities, Delaware Audio Visual Integration & Design is accurately estimating labor within **5%** or less, thus resulting in reduced errors, enabling them to ensure that their projects are profitable

What others are saying...

"After working with SIX, it has cut down my proposal generation time by about 25%-30% giving me more time to concentrate on other parts of my business. I have found some of the hidden secrets SIX has to offer and sure there are many more to come. If you have sat and asked yourself on whether or not it is a worthwhile investment to make the switch to SIX, I can truly tell you the answer is yes."
~Pat Molettieri, Xtreme Audio & Video

"D-Tools has certainly been a major factor in helping us achieve more profitability, efficiency and project visibility. We want to keep learning and becoming even more advanced users, because we find the more we know how to use the software, the more money we make and time we save. Being able to more accurately track our profit margins tells us what we can and cannot afford on each project. This in turn empowers us when it comes to haggling with a client and leaves us knowing just how much we can afford to give away to win a project without it reaching the point of becoming bad business. Ultimately, I feel we win more contracts on the back of being better informed, a process dramatically improved by the implementation of D-Tools!" ~Mark Drax, Design Logistics UK Ltd.

"Before implementing D-Tools, we found our previous estimate process to be far too time consuming and inaccurate in that labor time was not allocated correctly. Not only was money being lost, but I also noticed a lot of time being wasted that we could spend out in the field or reaching new clientele, making more money as a result" ~Larry Assayag, DL Technologies, Inc.

"We noticed that our proposals took an enormous amount of time and nine times out of ten, they were way off. D-Tools has improved our proposal generation tenfold." ~Joe Tooley, AudioPerfection, Inc.

"Because I can account for plugs, connectors, and other common accessories, I'm billing more accurately and not leaving money on the table anymore." ~Justin Johnston, Twilight Sounds

"Here is my bottom line regarding D-Tools. We generated much more accurate, impressive, profitable proposals, in less time. Pre-wires go much faster, with less direct management and fewer mistakes. Equipment is ordered as needed for jobs with much greater accuracy. Systems are completed much faster with predictable results. For me the biggest benefit can't be summed up in a number, the time this software saves me is time I get to be home with my wife and daughter." ~Gary Miller, August Systems

"Most of our jobs range from $250,000 to $500,000 and a contributing factor to that is how D-Tools helps us present ourselves. Our professional proposals reinforce that we understand our business and that reassures our customers that they will be pleased with the final outcome of their project, so we seldom lose bids due to cost." ~Ian Haave, Haave Audio Video

"Because I design each system with D-Tools, I know that system like the back of my hand. When I go into a meeting, my knowledge of the system shines through to the client, which instills the assurance that we are the right company for the job. Because of the confidence and preparedness D-Tools gives me, I walk into a meeting knowing I have already won the bid." ~Rich Hoppe, Audio Video Lifestyles

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SYSTEM DESIGN RETURN ON INVESTMENT

- Audio Video Designers have experienced a 25% increase in revenues subsequent to their incorporation of D-Tools software and the ability to create professional designs.

"D-Tools helps us every step of the way in creating our proposals. We can accurately estimate the job, create visually rich designs and enhance project organization, said Campbell. "We wanted our proposals to reflect the quality of our work and stand out from the competition especially when we're asking clients for a six figure project. With D-Tools, we can confidently achieve that goal." ~Zack Campbell, Forefront Innovation

"I imported some SI5.5 projects of different complexity levels and can see for sure that SIX software will shave off up to 50% of my design time due to the ability to open multiple projects at the same time and save complete projects as templates. One of the key elements that I really love is the enhanced reporting abilities that makes detail filtering a thing of the past." ~ Christian Broendbo, Atea AS

"SIX has provided us functionality and extraordinary flexibility. Some of the key new features for us is the search engine and templates for system creation. These features have allowed us to reduce a considerable amount of time in proposal generation and design for our clients, translating into increased productivity and revenue." ~Miguel Soto, Diamond Technology

"D-Tools assists us with all aspects of the job from winning the bid to finishing the project. It gives our installers a great deal of information and without AutoCAD skills, they are able to easily create very professional proposals which is immensely important to win the job. They can easily create schematics and elevation drawings as well, which is important to carry out the job until completion and decreasing our labor time."
~Daniel Tumata, T&T Communications

"D-Tools gives me the ability to document and track every single aspect of any given project. By utilizing the schematics and plan layouts, we've started to look at our projects in a whole new way. We can now completely engineer the systems in-house – before sending someone on-site, which is helping us cut our labor time in half."
~Dave Lewis, Select Audio Video

"We create high quality schematics with jpeg icons, so the customer knows exactly what they are getting. That helps manage our customers' expectations, and when that is met, it builds our credibility. We show up with the big guns; 36 x 42 inch full color drawings, and our customers are impressed right from the beginning. In fact, one customer told me that out of 5 companies, we were the most professional, so he chose us."
~Doc Green, Audio Video Designers

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PROJECT MANAGEMENT RETURN ON INVESTMENT

- Saving 60% employee time on task, Forefront Innovation is experiencing a significant decrease in time spent within the area of purchasing and warehousing, which has led to a reduction in overall costs.

- DL Technologies has experienced a 50% cut in time spent on installations

- J. Becher has experienced an hour and half per day in time reduction

- AVCON is experiencing an increase of as much as 50% in generating proposals, and they are able to close more business in less time than previous methods. Additionally, costs have been reduced by 25% in the area of engineering productivity with regards to data and management

- Audio Video Lifestyles has decreased their time spent on jobs by 50-75%, increased profitability by 15-20% per job

- Select Audio Video is experiencing a 25% increase in project profitability while reducing labor by as much as 50% as a result of implementing D-Tools across their business.

- The average size of job AudioPerfection Inc. wins has increased by 20%, while profitability has increased by 25% per job. Additionally, the amount of time it takes them to put a proposal together and get it out has decreased by 35%.

"D-Tools SIX is already improving our team's day-to-day operations. From the simple designing of proposals to viewing of project status, ordering, scheduling, and managing our client database, SIX has far surpassed our expectations. ~John McDermott, Tailor-Made Audio + Video

"I've been a D-Tools user and advocate for over 13 years - since version 1.5d. D-Tools SIX has expanded on an already solid design platform to include tremendous time saving data management features such as mass updating based on query searches and adding accessories to many items simultaneously. I also love the Drop Zone! Drag-and-drop to move or duplicate items room to room, and even more impressive, from project to project! I also appreciate the ability to check several projects in/out simultaneously. This is a huge time saver as well!"
~Patrick Sargent, Magnolia Audio Video Design Center/ BestBuy

"D-Tools has saved us a ton of time because it moved us away from spreadsheets into primarily running reports. The data is all there for us to use which has saved us an immense amount of time and money."
~Zack Campbell, Forefront Innovation

"As a growing business, our primary goal to continue to expand and keep gaining franchises, we have already landed one of the Top 10 Franchises, Buffalo Wild Wings, and we know this would not have been possible without the help of D-Tools Software. We look forward to what the future brings and can only go up from here!"
~ Rich Hoppe, Audio Video Lifestyles

"The key factor is that our proposals are not only more professional, but we can create them in half the time it took us prior to incorporating D-Tools into our company, which is what really makes D-Tools a solid investment for us. Customer service is the backbone of our industry and D-Tools has provided us with the essential tools to capitalize on that facet. We provide our clients with the proper documentation, professionalism, work ethic and technology and as a result our customer satisfaction has increased by 7 gazillion percent." ~Daniel Tumata, T&T Communications

"We are able to confidently present our proposal, knowing it's designed properly with D-Tools and understanding our industry and costs, so we can explain every aspect of the job to our customer, easing any apprehension, and winning the job hands down." ~Ian Haave, Haave Audio Video

"When you use D-Tools, it's a no-brainer because it was developed by professionals in the system integration industry so it only makes sense for us to invest in it. It's clear to us that D-Tools is the best software on the market for our industry. We use it as our design and sales platform as well as an on-site project management tool. As we use it, we continuously learn new ways to customize it for our company and capitalize on the results." ~Rich Hoppe, Audio Video Lifestyles