



Why Schmidt Custom Floors Chose FlooringSoft.com

Industry
Flooring

Geography
Loveland, Colorado

Challenge

- ☀ Needed a software system that provides mobile access, is more flexible, and easier to use.

Solution

- ☀ Schmidt Custom Floors selected FlooringSoft to automate and streamline their business operations.

Results

- ☀ FlooringSoft business consultants performed a free business needs-assessment and recommended the FlooringSoft Enterprise standard system with additional custom configuration.
- ☀ The FlooringSoft configuration team is actively working to complete the custom configuration.
- ☀ The FlooringSoft training and tech support team will conduct one-on-one in-depth training sessions with each user to insure that each person knows everything they need to know to be productive as soon as they start using the system.

“ There are a lot of technical reasons why we chose FlooringSoft.com, but really, what sold me was the industry knowledge of the FlooringSoft Business Consultant and the technical team that participated in the demos and Q&A sessions. ”

Kashmoo interviewed NWFA Member Barry Schmidt, owner of Schmidt Custom Floors in Loveland, CO about this company’s decision to use FlooringSoft.com.

What issues were you facing in your business that led you to consider using FlooringSoft?

We originally developed our own in-house Access database system, and then decided to go with a commercially available system. We chose a generic service-scheduling system that ultimately didn’t work out for us because it was too hard to use, and it was also too easy to make mistakes in it. That system was also very rigid and could not be customized to meet our needs as a flooring business. When we went to Surfaces in Las Vegas this year, we knew what we were looking for: it needed to be flooring-industry specific, web-based, flexible, and easy-to-use. FlooringSoft.com was the only vendor that met all of our requirements. Their FlooringSoft Enterprise standard system had almost everything we needed already built in, and they were able to add custom changes to make it a perfect fit for us.



Barry and Alyssa Schmidt
Owners, Schmidt Custom Floors

“ The FlooringSoft guys understood things that a programmer wouldn’t have a clue about. I’ve run into this over and over in the past. This is what has been missing and so frustrating with the other software companies I’ve encountered. ”

- Barry Schmidt
Owner, Schmidt Custom Flooring

What were the things that prompted you to make the change?

Our previous system just wasn’t meeting our needs. It was not intuitive and there were just too many places to make errors. It was not web-based. We had looked at a lot of other generic software systems. Some of them were web-based, and supported the mobile aspect of it, but we wanted software that has features that are specific to the flooring industry. What really sold me on FlooringSoft was the knowledge that the sales and technical team has about flooring. When I was telling them about the reports I want and the information I want to track, they really understood what I was talking about, not like just a programmer, but like a person who really understands the flooring industry. The technical team totally reinforced everything that the sales & business consultant talked with me about. The questions they asked were the questions that I knew needed to be asked, and this told me that, finally, there is a software company that not only has the technology I am looking for, but understands the flooring industry in depth.

“FlooringSoft is the only vendor with a real-time two-way data sync with QuickBooks.”

“As technology changes and evolves, you won't be left behind.”

What other solutions did you consider?

At Surfaces, we looked at all of the major flooring software vendors. There were only a couple who offered web-based access. Most of them seem to be stuck in the past with clunky server-based systems. With server-based systems, you have all of the problems and costs of buying and maintaining the server, installing the software, installing updates, and then dealing with the headaches of backups and repairs. With FlooringSoft you have none of these costs or problems.

Were there any other features?

FlooringSoft was the only vendor with a real-time two-way data sync with QuickBooks. This is very important because we really like QuickBooks, and didn't want our office staff to have to switch to a different accounting system. The other flooring software vendors basically had "home-grown" accounting systems that simply don't measure up to QuickBooks. With FlooringSoft everything is in one place. Our sales team never has to switch to QuickBooks – they can do everything they need to do within the integrated FlooringSoft system, and anything that needs to be synced to QuickBooks will be automatically sent in the background.

The screenshot shows the FlooringSoft web application interface. At the top, there is a navigation bar with icons for Prospects & Customers, Sample Checkout, Quotes & Contracts, Appointment Schedule, Purchase Orders, Work Order Schedule, Reports, and Admin. A search bar is located below the navigation bar. The main content area is divided into several data tables:

Prospects & Customers	
Customer	Salesperson
Claudia's Music Store	House
Adrians Services, Inc	Mike Lowden
Daniel Damiani	Jeremiah Lovell
Daniel's Movies Center	Mike Lowden
Alejandro Rodriguez	Graham Thomas
GECO Co.	Mike Lowden
Jackie & James Veggies	House
John Dobson	Jacob Smola
Jackie Harris	Mike Lowden

Quotes			
Job #	Quote Date	Customer	Salesperson
101504	01/17/2011	Claudia's Music Store	House --
101505	01/17/2011	Adrians Services, Inc	Mike Lowden --
101494	01/14/2011	Daniel Damiani	Jeremiah Lovell --
101495	01/14/2011	Daniel's Movies Center	Mike Lowden --
101496	01/14/2011	Daniel's Movies Center	Mike Lowden --
101489	01/13/2011	Alejandro Rodriguez	Graham Thomas --
101490	01/13/2011	Alejandro Rodriguez	Graham Thomas --
101491	01/13/2011	GECO Co.	Mike Lowden --
101484	01/12/2011	John Dobson	Jacob Smola --

Contracts			
Job #	Contract Date	Customer	
101492	01/17/2011	Medelin Dias	
101499	01/14/2011	Alejandro Rodriguez	
101483	01/12/2011	Bob Smithson	
101453	01/10/2011	George Wilkinson	
101444	01/07/2011	Calimera Negra	
101407	01/05/2011	Fusion Gourmet	
101360	12/16/2010	Tex-Mex Best Food	
101359	12/15/2010	Evelyn Guerrero	
101347	12/13/2010	Dorian Pineda	

Purchase Orders		
Purchase Order #	Vendor	Status
100879-101499	Royalty	Ordered
100878-101483	Royalty	Ordered
100877-101483	Elk Lighting	Ordered
100874-101483	Beaulieu	Ordered
100872-101453	Royalty	Ordered
100871-101451	Royalty	Ordered
100870-101444	Royalty	Ordered
100868-101407	Royalty	Ordered
100867-101399	Royalty	Ordered

Work Orders		
Work Order #	Date	Crew
100899-101453	1/14/2011	James Watkins
100896-101407	1/14/2011	Unassigned
100894-101399	1/8/2011	Direct Ship
100891-101388	1/11/2011	Ben 555-5555
100890-101367	1/12/2011	Bobby Smith
100889-101359	12/30/2010	Unassigned
100889-101359	1/13/2011	none
100887-101355	1/11/2011	Bobby Smith
100880-101347	1/12/2011	James Watkins

What advice would you give companies getting started with FlooringSoft?

Changing software is a big deal. I've done it hastily in the past and the results were horrible. This time I didn't want to have to change everything. For example, I didn't want to change from QuickBooks. We like how it works. It does everything we need an accounting system to do. Also, the software systems we've had in the past have been very rigid. With those other systems if you request a change, they say, "this is the format, this is how it is, and you can't change it." FlooringSoft.com has standard systems that do 80% to 90% of what most flooring companies need, and they allow customization to whatever level you want or need. As far as I know, they are the only flooring software vendor who is willing to customize the solution for you. Another thing is that FlooringSoft.com is keeping up with the latest technology and software trends, which means that as technology changes and evolves, you won't be left behind.

“With FlooringSoft, everything is in one place. Our sales team can do everything they need to do within the integrated FlooringSoft system.”

- Barry Schmidt
Owner, Schmidt Custom Flooring

