

## FlooringSoft Streamlines Operations at Knight Carpet and Flooring

**Industry**  
Flooring

**Geographies**  
Abilene, Texas

**Challenge**

- ☀ Needed to streamline and automate a growing business

**Solution**

- ☀ Knight Carpet and Flooring selected FlooringSoft to streamline their business operations.

**Results**

- ☀ FlooringSoft has streamlined and automated Knight Carpet and Flooring
- ☀ Greatly reduced data entry by only having to enter data once
- ☀ Reduced total time for processing a job by two thirds
- ☀ Reduced accounting expenses
- ☀ Able to see profit and loss monthly instead of quarterly

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

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- Paige Watts  
Owner, Knight Carpet and Flooring

Kashmoo interviewed Paige Watts, owner of Knight Carpet and Flooring in Abilene, TX about his company's experiences using Flooringsoft.

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

We were already using Kashmoo's Scheduler product when one of your team members called to tell us about the new FlooringSoft product. We originally got Scheduler because, as our business grew, we had tried keeping up with everything in calendar books and on wall calendars. Scheduler changed all of that. It is just so convenient. I like the online aspect of it which allows me to view it at home as well as the office. Switching jobs from one crew to the



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other is so simple and straightforward. We liked the Scheduler so much that when Kashmoo called and said you had a full business operating system, we wanted to take a look.

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

We were using PeachTree for our accounting at that time, and were perfectly happy with it, but when Kashmoo showed us all of the new functionality in FlooringSoft, and how it works with QuickBooks, and the price (it was a lot less than I thought it was going to be), it was pretty much a no-brainer. Since our business was growing, I saw this as an opportunity to streamline the operation.

**What other solutions did you consider?**

I had considered RFMS, but decided not to go that way. We were already happy with Kashmoo's Scheduler, and with a web-based product like FlooringSoft, there is no need for a server. In addition, we never have to install updates or do backups. Kashmoo does all of that for us. In addition, RFMS would have been a lot more expensive.

**Once you chose FlooringSoft, how did you get started?**

We just scheduled our setup and training sessions and got started on them. Kashmoo has a standard setup and training process that they go through to get it all going. I would recommend that you allow plenty of time to go through everything and learn it well.

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“ I don't know how we could have handled our growth without FlooringSoft ”

- Paige Watts  
Owner, Knight Carpet and Flooring

**What advice would you give companies getting started with FlooringSoft?**

I have seen that FlooringSoft has delivered a big benefit in reducing data entry because we only have to enter information once. It is entered into FlooringSoft and it automatically goes over to QuickBooks. I wish I had already been a QuickBooks user. We were perfectly happy with PeachTree, and making the switch to QuickBooks was a bit of a challenge. Your team at Kashmoo actually advised us to wait until our year-end to make the change to QuickBooks, and I should have taken that advice. Looking back, it would have been better to start using FlooringSoft right away and then switch to QuickBooks at the end of the year. Also, for us, it turns out that it works better to have a data entry person to enter jobs into the system instead of having each salesperson enter their own jobs. I know that some dealers have their salespeople do it, but it works well for us to have one central person who is fast, accurate and consistent.

**How are you using FlooringSoft in your business now?**

We enter the quote and order information into FlooringSoft and it calculates the profit margin right then and there. When it's time to invoice, you just go into QuickBooks, open the Sales Order, click "Create Invoice" and it's done. FlooringSoft also enables us to present a very professional image to our customers. The forms have our logo and are nicely laid out. There is a specific form for every step involved: Quotes, Orders, PO's, etc. For example our work orders are much more legible than before when we used hand-written forms. The Work Order allows us to only present what the installer needs to see, and if there is money to be collected, there is a checkbox for that. All in all, with FlooringSoft, we just present a better image to the customer.

**How has FlooringSoft changed the way your business operates?**

Flooringsoft has made us more streamlined. Prior to getting FlooringSoft we were writing up all of our jobs manually. They were costed out manually. We would turn in those written tickets to my bookkeeper and she would enter it all into PeachTree as an invoice. We would not enter any information about the cost or profit on a job in PeachTree. FlooringSoft has really cut my accounting expenses, and a lot of other time. Once the job is entered into FlooringSoft, all of the calculations are automatically done, and all of the data flows over to QuickBooks with no manual data entry. We are so busy now - I was just talking with my operations manager the other day - saying "Can you imagine if we were still doing everything by hand?" We have actually cut out about two-thirds of the time it used to take.

**What do you like most about FlooringSoft, or find most useful?**

The Scheduler is still one of the most useful things we use in FlooringSoft on a daily basis. Just being able to add in new crews, change crews, and go back and find things quickly is so useful. I also find the FlooringSoft Margin Report to be very useful in keeping up with my cost of goods sold. I am able to go in on the first 10 days or so of the month and see what my costs were last month. I can then look into QuickBooks and see my profit and loss. That was unheard of before... I would take a big pile of paper over to my accountant once a quarter. With FlooringSoft I am able to make changes and corrections to my business much faster.

Job Cost Sheet		Job Type	Retail	Salesperson 1	Mike	
Job Number	100274	Customer Name	Dan Larimore	Salesperson 2	--	
<b>Material</b>			<b>Projections</b>			
Total Material Price \$	9627.69	Cost \$	5949.80	Profit \$	4075.39	
From Stock Cost \$	225.00					
Special Orders not on POs \$	0.00					
Special Orders on POs \$	5488.55					
Special Orders on Vendor Bills \$	0.00	<a href="#">View</a>				
Material Profit \$	9402.69					
Material Margin %	97.66					
<b>Labor</b>			<b>Actual Job Totals</b>			
Total Labor Price \$	397.50	Total Revenue \$				
Labor not on Work Orders \$	0.00	Pre-Commission Overhead \$				
Labor on Work Orders \$	236.25	Total Cost \$				
Labor on Pay Sheets \$	0.00	Gross Profit \$				
Hourly Labor Cost \$	0.00	Gross Profit Margin %				
Labor Profit \$	397.50	Sales 1 Commission \$		<a href="#">Pay</a>		
Labor Margin %	100.00	Sales 2 Commission \$		<a href="#">Pay</a>		
<b>Other Lines</b>			Net Profit \$			
Other Line Price \$	0.00	<a href="#">View Pa</a>				
Other Line Cost \$	0.00	<b>Commissions</b>				
Other Line Profit \$	0.00	Commission Group	Sales			
Other Line Margin %	0.00	Commission Type	Sliding-Gross Pro			
<b>Line Items</b>			Commission Paid Salesperson 1 \$			
Line Item Type	Sales Description	Qty Ordered	UnitOf Measure	D Subprice \$	D Subcost \$	D Profit \$
Flooring Special Order	HOLD ME TIGHT AD006	150.00	SY	\$6480.00	\$3888.00	\$2592.00
Flooring From Stock	1/2 inch 6lb Crush Resistor Pad	150.00		\$321.44	\$225.00	\$96.44
			Total Unpaid Commission \$			

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