

# From chaos to control: Digitizing your material workflow for maximum ROI



Transform your construction workflow, cut costs, save time and boost efficiency with SubBase

# Cutting the cord on phone-based ordering



Feeling the pinch on your profits because of poor material management? Clunky workflows are not just a pain, they're chipping away at your bottom line with hidden costs like delays and missed information that can bleed a project dry. Streamlining material processes isn't just about cutting out the fat — it's crucial for boosting your profit margins. This whitepaper tackles this head-on: **are phone calls really cutting it anymore when ordering materials?**

Picture this: your external sales rep is swamped with calls, including yours. And that's just the start. Are they then directing this into their internal team? What about the flood of urgent requests from numerous other contractors calling your sales rep?

Sure, picking up a phone might seem straightforward, but in reality, it takes more time than you think. There is zero paper trail, and your accounting teams are feeling the crunch. This old-school, manual workflow is all too common with construction companies that do not have standard process and is causing major headaches for the industry.

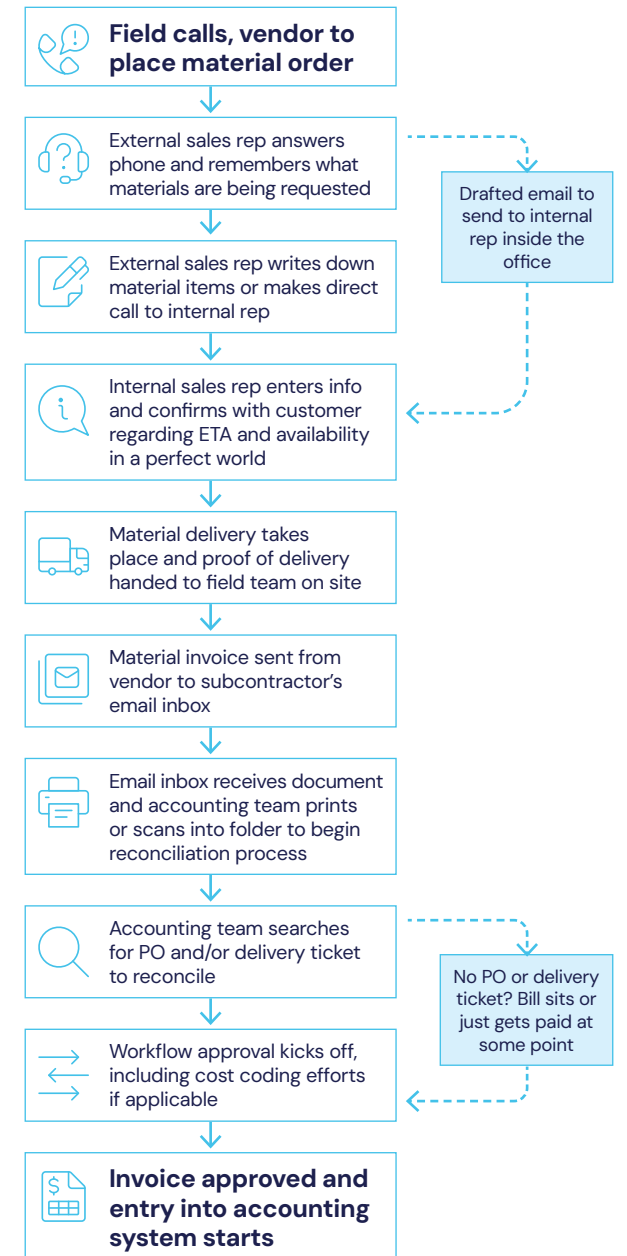
**Each purchase (PO), material invoice and material request is a golden opportunity to streamline operational efficiency and increase the bottom line.** From the field to the office, to vendors and back to the accounting team, these manual workflows can be streamlined, increasing productivity while decreasing material errors.

But how many companies really understand their cost per order? What about the price tag of manually entering all this data back into your accounting systems? **When you factor in the real costs of backend processing for each order and the data that slips through the cracks with phone orders, how efficient is that call really?** At SubBase, we've done the homework, and the findings are telling.

## Understanding the true cost of a phone order

While a quick call to your vendor might seem like the most direct route to get your materials, when you start adding up the hidden costs, it's clear there are more efficient ways to operate. Many teams don't see the full picture — the time, the effort, and the resources that go into each call. And when you're dealing with multiple orders and coordinating across different stakeholders, those minutes start stacking up fast.

Every time you call a vendor the simplicity of that call is deceptive. Once you hang up, the person on the other end isn't just getting your materials ready to go, they're noting down your request (often by hand) and then it's



Some of the many steps involved when a phone call order comes in from the field

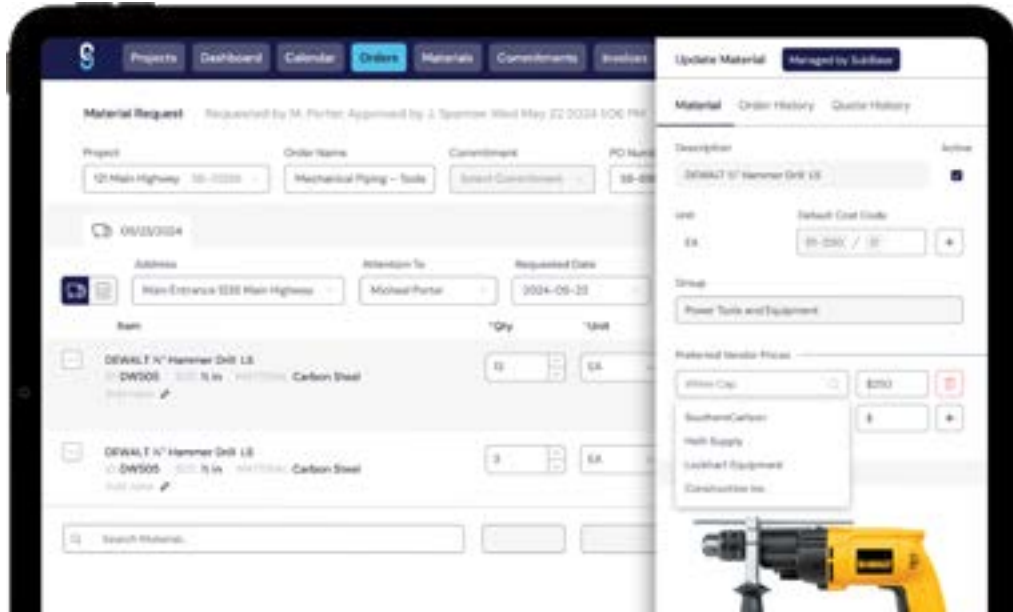
on to the next person to process. You're looking at a chain reaction here. A process peppered with steps, each one a potential point for delays or miscommunication.

Generating a PO has its complexities and costs, but compared to the indirect cost of phone ordering, it's often the leaner route. Embracing digital processes isn't just about cutting out steps; it's about speeding up the entire chain, ensuring your data zips directly into your vendor's system, sidestepping the risk of delays.

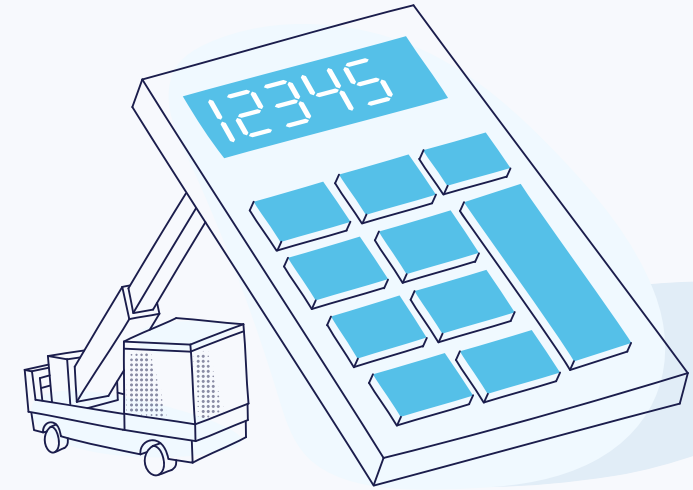
Trying to quantify the precise cost of a phone call may seem like a challenge, but consider the broader picture: **each call can chew through 5 to 10 minutes, and if**

**there's back-and-forth or information needs to relay within the vendor's team, the clock keeps ticking.** While it might appear quick from a subcontractor's viewpoint, the ripple effect, from vendors to project timelines, down to the accounting teams, can be profound. Without a streamlined system, your accounting side ends up grappling with uncentralized data, dedicating unnecessary time to reconcile budgets and keep this information up-to-date.

Sticking to outdated methods, like phone-based ordering, means your operations miss out on capturing the true costs, and savings of moving to modern, digital workflows. **Streamline. Make every second count.**



## The surprising cost of a single purchase order



A purchase order (PO) seems quite straightforward – it's your handshake in document form, saying "We'll take X items off your hands." But don't let its simplicity fool you. There's a lot more going on under the hood than just jotting down a list.

### The long PO journey

Creating a PO isn't just a one-step jaunt. It's an expedition. From the initial shout-out from the field, through the hoops of approvals from either a purchasing or project manager, down to the nitty-gritty of getting quotes when your pricing isn't up-to-date. It's a real team endeavor, touching multiple hands and systems. **Without the right tools to streamline operations, you're dealing with a process that's more**

**bottleneck than efficiency, eating into your project timelines and budget.**

Communication? It can be all over the place with texts, calls, emails – you name it. And then comes the juggling act of locking down those prices, getting vendor confirmation, and slotting it all into the accounting system.

### Enter digital mastery

This is where going digital transforms the game. It cuts through the chaos, ferrying information smoothly and keeping everyone aligned. Hooking up with suppliers? Just a click away. And those sneaky budget items? You're tracking them in real time, keeping your budget tight and right.

**Crunching the numbers**

Old-school manual PO handling can cost you as much as \$17.50 each, given all the hands and stages it passes through. But flip to a streamlined, digital solution, and you can trim that down to \$2.80 per PO, and shave your process time down to 3-6 minutes. For the pencil-pushers among us, you're looking at **annual savings of around \$70,000** in labor alone for the typical operation.

**Bottom line? SubBase is a game-changer, ensuring your PO process is less of a headache and more of a high five.** SubBase is practical. SubBase is efficient. SubBase is exactly what you need to stay on top of your game without breaking a sweat.

Together we can build smarter, not harder.

<p><b>Before SubBase</b></p>	<p>Average blended billable rate (\$35) × Average time it takes to process a single PO per hour (30 minutes) =</p>	<p>Cost per purchase order <b>\$17.50</b></p>
<p><b>With SubBase</b></p>	<p>Average blended billable rate (\$35) × Average time it takes to process a single PO per hour (3 minutes) =</p>	<p>Cost per purchase order <b>\$2.80</b></p>



# Revamping invoice reconciliation the SubBase way



Invoice reconciliation shouldn't slow you down. So let's see on how switching to an automated and less manual workflow takes the grunt work out of your paperwork process. You've got countless invoices stacking up, each demanding a crew of 4-5 to wrangle them into your system, matching POs, confirming deliveries, securing the right cost codes.

Sounds familiar? This old-school manual process is not just slow – it's a budget buster. Dropping off paper tickets, chasing down approvals, it's the kind of grind that can drag from a quick 20 minutes to an agonizing few days. Now, imagine flipping the script. **With SubBase's digital automation stepping in to streamline things your processes improve instantly:**

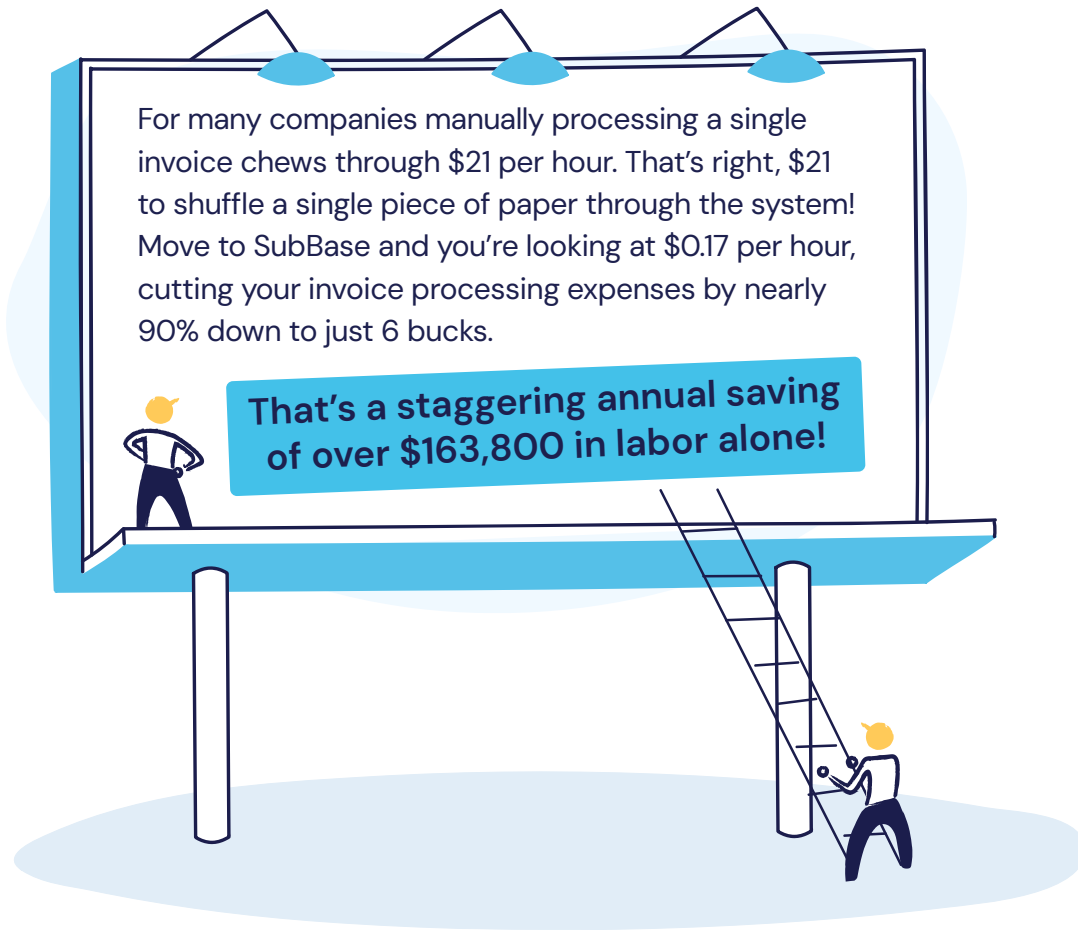
**Real-time invoice tracking:** Know exactly where your invoice stands, at any moment. No surprises.

**Streamlined approvals:** Shoot that invoice off for a quick nod on cost codes. Accurate, accountable, and fast.

**Automatic line checks:** Let AI do the heavy lifting with line-by-line comparisons. Human error? Eliminated.

**Seamless accounting integration:** Direct sync to your accounting system means no more data entry marathons.





SubBase isn't just another digital platform. It's the construction industry's game changer – centralizing your data for greater control and visibility, minimizing errors, and boosting efficiency. Track invoices by vendor, project, and status with precision, ensuring a workflow that's not just faster, but smarter.

**Join the ranks of construction pros who are building the future with SubBase – where invoicing becomes less of a chore and more of a competitive edge.**

## Unpacking ROI with SubBase

When looking for software that elevates your ROI, you're not just hunting for instant cost-cuts. SubBase is a powerhouse tool trimming down labor costs while enhancing project data flow and visibility, empowering your team to make precise, real-time decisions that keep your projects on track.

Let's face it, right now the construction landscape is tougher than a two-dollar steak with wild material prices, slim pickings for labor, and a supply chain that's more knotted up than last year's Christmas lights. What you need is a tool that's as sturdy as a steel beam. SubBase isn't just support – it's your insider for snagging the best prices without sweating over piles of paperwork.

Think of SubBase not as another line item, but as the investment that keeps on giving. The kind that turns every penny spent into more in your pocket. It's the foresight in your forecasting, the edge in your estimating. This isn't about forking out cash; it's about putting it right back into the frontline of your future bids.

If you're still on the fence, let's put it in black and white: do you want to bleed



green on old-school methods? Are you willing to let your competitors get ahead while you're stuck in the past? SubBase has got your back, shielding you from the annual hit of needless spend by slashing workflow complexities and boosting efficiency like nobody's business.

**With SubBase, we're talking 70% cut on manual interference, handing you the keys to a leaner, meaner operation.**

So, are you ready to quit playing catch-up and start leading the pack? With SubBase, it's not just about staying in the game – it's about changing it.

**Check out our ROI calculator to see how much you can save for yourself:**

[subbase.io/ROI](https://subbase.io/ROI)



# SubBase is a game changer. But don't just take our word for it...

SubBase is the most efficient way to allow you to scale as much as you want. It doesn't hold you back from the rest of your business. You continue to keep the same controls no matter what volume you're at.

**Marcus Spiegelberg, Douglas Orr Plumbing**

I've never experienced a team like SubBase before. They are with you every step of the way and will do whatever it takes to get you through the process.

**Annie Mecias, JA&M Contractors**

There are a lot of suppliers embracing SubBase. It makes it so much easier for us to buy from them. When suppliers are using it, you get instant feedback.

**Vivian Jimenez, JGR Construction**

Before SubBase it was a complete manual function and a long delay for invoices to be approved in Timberscan. We used to have to go through delivery tickets and upload them to reconcile manually. SubBase has created a seamless process, saving us so much time and giving us visibility on the back that we never had before!

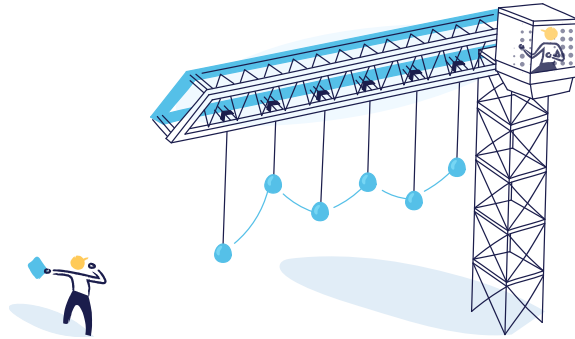
**Jennifer Hux, KD Constructon**

With SubBase, purchasing is quick and simple. It's not just project managers who love it – my CFO was blown away. Now she can focus on forecasting, budgeting, compliance, and improving profitability for our shareholders.

**Patrick Kibler, Grycon**

I told my boss, "Hey, this would help us out, save money and time", and that's exactly what has happened. I would recommend SubBase, 100%. Implementation was straightforward.

**Eduardo Sella, G&E Contractors**



**Eric Helitzer**  
Founder and CEO

SubBase was founded by Eric Helitzer, a visionary entrepreneur and accomplished professional in the construction industry. He is a third-generation builder with a commitment to innovation.

With a substantial portfolio of projects under his belt, Eric and a team of and top-tier software engineers have created a platform designed to solve the inefficiency of material procurement for specialty contractors and material distributors without changing their existing workflow.

SubBase serves as a centralized hub, offering powerful workflow tools that streamline all of your procurement operations. The platform facilitates a seamless workflow tailored to the industry and brings unprecedented efficiency to the entire procurement process.

If you are going to stick to the old ways that's a fast track to the back of the pack. **SubBase is the game-changer you need, putting money back in your pocket and putting you in the driver's seat of your projects.** We're talking kicking manual processes to the curb – from buying materials to settling invoices – so your team can work smarter, not harder.

**Don't let the cost of manual processes drag your business down. Step up with SubBase and watch your ROI skyrocket from day one!**

## Join our free weekly live demo sessions

See SubBase in action, and learn how you can create greater visibility from field to office.

- ✔ Save hours a week by streamlining your procurement workflow.
- ✔ Get a handle on your material pricing and reconcile invoices without all the extra steps.
- ✔ Learn best practices and tips on managing materials with the right tool.



**Book a demo today!**  
[subbase.io/book-a-demo](https://subbase.io/book-a-demo)

SubBase integrates with a number of popular apps to streamline your workflow, with more integrations on the way!



Acumatica



Foundation



CMiC



Excel



Procore



Viewpoint



Quickbooks



Sage

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