

Testimonial by IBA-Joe Taylor on Prime Estimating & Software Services, LLC

My assignment was to analysis/improve the out dated business practices of a 1930's well established millwork Company. The most difficult challenge was to update the estimating department both in time to complete an estimate and the ability to work from cost and not selling. I turned to Prime Estimating & Software Services, LLC and Prime's owner Doug Baxter, who immediately stepped in, using their ways and means with years of estimating experience were able to set to pace by providing estimates with their staff as well as onsite training. Prime continues today to provide backup estimates. With the further assistance of estimating software that they developed known as *Prime6400*, my client has increased their estimating ability for time/size/type of projects and knowledge with a cost based system that provides a wide variety of information to allow the Company management to make the best decision on closing their estimates. In an industry where custom work is the normal, the best business practice is a good estimate and I would highly recommend Prime to anyone in the millwork and architectural woodwork industry. Let Doug and his staff assist in any of your estimating requirements.

*Joe Taylor*

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