Software

FOR HARDWARE

MAKING TIME FOR SUCCESS
Kamco Supply Corporation of New England

BACKGROUND

Kamco Supply Corporation of New England distributes a wide selection of building materials throughout Connecticut, Upstate New York, Rhode Island, and Western Massachusetts. Randy Louk, Project Manager of the Danbury location, started working for Kamco in 2014 and has over 20 years of industry experience. The company purchased Software for Hardware in 2017.

WHY PURCHASE SOFTWARE FOR HARDWARE?

Randy recalled his enthusiasm when Kamco announced their purchase of Software for Hardware to its employees. Up to this point, he had only known the process of hand-writing door schedules and mailing hard copies to customers. "It's going to cut down a lot of time, and I won't have writers' cramp in my fingers anymore," Randy remembered thinking.

WERE YOU HAPPY WITH THE DECISION?

Software for Hardware did not disappoint. Today, Kamco has fully embraced the project management software in all its nine branches. Randy highlighted the positive impact it has made on the company. "It makes things so much easier," he said. "You put in a little information and just point and click. It takes days' worth of work down to hours."

Randy added that if he ever has questions, he emails Software for Hardware's support: "You guys respond super quick. This system you have is so easy to work with." Moreover, when he needs a refresher on some part of the program, he goes back to the Software for Hardware tutorial videos.

WHAT VALUE DOES THE SOFTWARE BRING?

Randy brought up a past project Kamco had taken on: an apartment complex with 2,500+ doors. With Software for Hardware handling the submittal process, Randy turned what would've been a 2-week project into days. On the smaller scale, Randy noted that a project with 50 openings now takes hours to do, while without software it would take 3-7 days.
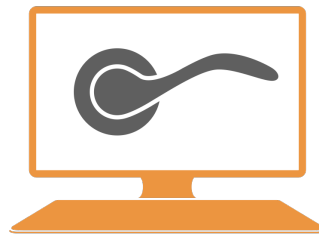
"That helps because it frees me up to do more project takeoffs and quotes. I can get a lot more done," he said. What's more, since Software for Hardware can send submittal packages through email and integrate seamlessly with Procore's system, submittals arrive speedily and Randy's customers are happily surprised.

Randy is excited to continue using Software for Hardware for years to come.

ABOUT KAMCO SUPPLY CORPORATION

Kamco Supply Corporation of New England offers over 100,000 building products from leading manufacturers in nine different locations. With a knowledgeable sales staff, 24-hour delivery service, and 1.5 million square feet of warehouse space, they are a one-stop shop for contractors, residential homebuilders, commercial drywall and acoustical professionals, and institutional/municipal accounts.

ABOUT SOFTWARE FOR HARDWARE

Since 1998, Software for Hardware has provided estimating and project management software to commercial door, frame and hardware distributors across the U.S. and Canada. Nearly 1,000 door industry professionals rely on Software for Hardware to improve their business efficiency, client responsiveness, and bottom line profitability. As a result, Software for Hardware has become the fastest growing software in the industry and the software of choice for door distributors.

ABOUT SFH CLOUD™

SFH Cloud™ is the cloud-hosted version of Software for Hardware's industry-leading platform. With its cost-effectiveness, faster performance, and stronger security, SFH Cloud™ provides peace of mind and reduces IT expenses, letting you focus on growing the productivity and profitability of your door, frame and hardware business.