

## TIPS FOR SELECTING CPM SOFTWARE

1. Visit <http://www.softwareadvice.com/construction/> to view a list of 172 Construction Business Software programs with rankings, reviews, summary info, etc. They will recommend 2 or 3 programs best suited to your needs if you fill out the request form. It is a free service - they are compensated by the software companies.
2. There are 2 types of software: 1) Cloud based with monthly fees of \$75 - \$350 2) Desktop based systems with one-time costs of \$1,000 - \$5,000 to purchase the software (sometimes they also charge a monthly fee of 1%-10% of initial cost). I prefer the Cloud approach because the software is accessible to all of your constituents (clients, subs, etc.) and you get updates in real time (assuming the software company is continually making improvements). Cloud has much lower up front cost but larger long term cost if you stay on the system for several years.
3. Find a contractor to speak to who actually uses the software, don't just rely on talking to the software rep. "To find out how well the guitar works, it is better to talk to a musician who knows how to play it really well, rather than a luthier who made the guitar"
4. Don't just rely on demos by the rep but ask to get permission for an actual demo account that you can explore and play around in.
5. As you watch each demo and play around in each demo account, make a list of all of the features that you find really useful and then make a matrix for each software of the features and benefits that are most valuable to you.
6. Ask to talk to users who previously used another software program and changed to the one you are looking at. Ask why they changed and what they think are the strongest and weakest aspects of each program.

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