

## NEWS RELEASE

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### For Immediate Release

## FORECLOSURE MAINTENANCE GETS ORGANIZED

ST. PAUL, MINN., JUNE 22, 2010—Foreclosure notices fill newspapers, page after page, but what happens to these homes and businesses after the tenants move out? Large mortgage holders are turning to local contractors to maintain these vacant properties. One contractor, serving southern Minnesota, uses mobile technology to care for the land efficiently and without anxiety.

In September of 2009, DuAll Services, a disaster recovery contractor in Columbia Heights, obtained a contract from HomeSteps to restore and maintain its foreclosures in southern Minnesota. With over forty years as a recovery resource to the state, DuAll repairs property damage along with tending and securing the foreclosed building and land. When the number of properties quickly jumped from 400 to 700, the company could no longer rely merely on Excel spreadsheets to keep track of billing, land visits and maintenance routines. With updates from the field coming in constantly, the DuAll office was swamped with paperwork.

“Our spreadsheets were time-consuming and frustrating since only one person could update it at a time,” said Julie Peak, a consultant at DuAll.

Fortunately, Peak knew a different solution. With the help of HindSite Software, a St. Paul, Minn. field service software company, all data was restructured to eliminate extra time and money spent between field technicians visiting foreclosures and DuAll billing HomeSteps. HindSite created personalized query reports to eliminate and simplify paperwork and synched the office and field using smartphones and netbooks.

“We couldn’t handle this client without HindSite,” added Peak, who sees a bright future for the software. “They do everything they can to solve our issues.”

Today, when a DuAll employee fixes a broken window at a foreclosed home, the technician snaps a picture of the repair with a smartphone and synchs it with the DuAll office. They then send it to HomeSteps with an invoice, avoiding any complicated spreadsheets. While Minnesota foreclosure filings are up and outpacing national activity compared to last year, with HindSite’s help DuAll no longer struggles to keep up.



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HindSite Software is field service management software designed for the small contractor or dealer, of which there are more than 300 HindSite customers in the U.S. and Canada. The software was created in 1998 by David Crary, after many frustrating years struggling with paperwork for his irrigation company. The HindSite Solution integrates field and office operations into a single paperless work-order result, usually raising revenues for its users. HindSite works with multiple industries, from electricians to car-wash repair companies.

An example of efficiency from HindSite's repair-service clients:

Because the software precisely measures time on the job, revenue rises. The average increase is one billable hour per day for each worker. Assuming a service charge of \$75 an hour, that's \$1,500 a month in added revenue per worker.

For more information on HindSite Software, call Grace Hertel at 1 (888) 752-5978 or email her at [graceh@hindsitesoftware.com](mailto:graceh@hindsitesoftware.com).

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# THE HINDSITE SOLUTION

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