

præsto AE™ **Helps Florida Architectural Firm Deliver on Client Promises**

“Do what you say you will do. Deliver more than you said you would. Present it before the client expects it.” – this quote on the website of Keesee and Associates, Inc. reflects the business philosophy of this Florida based Architectural firm.

Mike Keesee, President, knows that their use of the Praesto AE system over the past three years helps them to live by the vision that he had for his firm back in 1993.

“The Praesto system lets us do a better job on tracking time and budgets. With 937 projects already entered as of the end of March, we need a system that lets us stay on top of details.” Currently at 34 employees, Keesee and Associates, Inc. uses the system for everything from time slips to tracking notes and correspondence with clients and through to invoicing and integration with QuickBooks.

After almost 20 years of using QuickBooks coupled with in-house tools to manage projects they decided to make a move to Praesto when they realized people were not using these systems effectively because they were not user friendly. With a 90 day money back guarantee offered on Praesto they “couldn’t not try it.”

Mike tells us that he has found hidden costs within his projects because Praesto assigns overhead to each job and shows truer costs and profitability. In addition to having a better picture of where they stand on project status at any given time they also enjoy the features of subcontractor tracking and the CA Log – “if we get a phone call from a customer, we know who requested what and who we talked to.”

And, his administrative staff can respond quickly to client needs because they are saving up to 30% of the time they were spending on duplicate entries into QuickBooks as well as looking for information that is now at their fingertips in Praesto.

With a system in place that lets them integrate from proposal to job to invoice, Keesee and Associates, Inc. is glad they did give the system a “no risk try” a few years back because they can focus more on client deliverables and less on administrative tasks.

**Who Is Keesee and Associates, Inc.**

Keesee and Associates, Inc. is a “Total Solution Studio”, a full-service Design Studio specializing in designs for production builders, remodeling/ renovation design, and unique, luxury custom homes. One of the Studio’s highest goals is to continue active solicitation of first-class design projects, while expanding its client base and project diversification. They are recognized internationally for their work in Softplan and SketchUP. Keesee and Associates, Inc. can be reached at 407-880-2333 or [www.gokeesee.com](http://www.gokeesee.com).

**About Base Builders**

Headquartered in Reno, NV, Base Builders was founded in 2002 and is home to the innovative Praesto products. Base Builders founder, Doug Rawson, PE established very specific and focused goals for the company, which is dedicated to providing its customers with products and solutions that add significant value to their organization, and providing the ultimate satisfaction in customer service, experience and support. Based on many years of firsthand experience, Praesto AE has evolved into an all-encompassing solution that helps architecture and engineering firms to efficiently manage projects, to improve client relations, and increase bottom line profits. Visit [www.basebuilders.com](http://www.basebuilders.com) for additional information.

Case Study