

# NEWS RELEASE



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## **Data-Basics Tapped by Del-Monde Heating & Air Conditioning for Integrated Construction and Service Management Software Solution**

### *HVAC contractor selects SAM Pro Enterprise to unify separate business units*

**CLEVELAND, OH** — With expanding business needs and an aging COBOL-based software system, Del-Monde Heating & Air Conditioning has chosen Data-Basics to unite its construction, service retrofit and accounting departments under one, integrated system. Data-Basics, a leading provider of enterprise applications for the service, construction and facilities management industries, will have the company up and running its signature SAM Pro Enterprise software by years end.

Del-Monde, which specializes in both new residential construction and service retrofit after-market sales, will use the service management, dispatch, document management, inventory and back office accounting components of SAM Pro Enterprise. It selected the enterprise software solution after a lengthy search process, undertaken by the company's management team.

“We chose SAM Pro for a handful of key reasons,” said Pete Hoffman, controller, Del-Monde. “Namely, it is a very intuitive, Windows-based software package that has easy-to-understand, fully-integrated software components.”

One of those integrated components is Data-Basics’ Rules-Based Management™ technology. Rules-Based Management proactively manages routine activities and enforces a predetermined set of rules to help streamline and automate the service workflow. It does so by enforcing predetermined rules that engage a series of alarms for action when things do not go as planned.

Hoffman went on to say, “Rules-Based Management jumped out at us right away. In the long run, it will save money.”

In addition to Rules-Based Management, Del-Monde expects the inventory management software in SAM Pro Enterprise to have a wider impact on the firm.

“Putting a new software package in is more than a technical change, it’s also a cultural one,” said Hoffman.

“And having effective inventory controls in place will help us to change how we do business.”

**About Data-Basics Inc.**

Data-Basics, Inc. ([www.databasics.com](http://www.databasics.com)) is a leading provider of enterprise software solutions for the service, construction and facilities management industries. Offering a fully integrated system, Data-Basics helps companies plan and track enterprise-wide activities in real time while managing data in a customized, secure environment. Based in Cleveland, Ohio since its establishment in 1974, Data-Basics has a growing network of dealers and offices throughout North America.

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