



#### CASE STUDY

##### Industry

- Residential Construction

##### Challenge

- Manual processes
- Coordinating disparate paperwork

##### Solution

- Streamlined technology with Built
- Built's QuickBooks Lien Waiver integration

##### Results

- Valuable integrations
- Faster waiver turnarounds
- Improved visibility

**Time is money. And we've saved a ton of time — and therefore money — by implementing Built.**

##### Casi Sparks

Lien Waiver Manager, Genesis Homes

## Genesis Homes Improves Lien Waiver Visibility and Organization for Faster Draws and Expedient Project Timelines

LIEN WAIVER MANAGEMENT NOT ONLY ACCELERATED DOCUMENTATION AND ENSURED COMPLIANCE; IT EXPEDITED BANK DRAWS BY MAKING DOCUMENTATION EASY TO GATHER AND SHARE

Genesis Homes, a residential contractor based in Waukee, Iowa, experienced dramatic growth early in 2020. That growth continued to snowball during the construction boom that came alongside the pandemic. A premier home builder known for superior quality and excellent craftsmanship, Genesis Homes' legacy lien waiver and payment processes couldn't keep up with the demands of their expanding business. They used a hodgepodge system in which lien waivers were sent out via USPS for signature, and then returned using multiple delivery methods based upon each subcontractor's preference. Genesis Homes lacked a tracking framework, and therefore struggled to keep important legal documents organized.

### The Challenge

Although Genesis Homes had a decent tool for creating individual lien waivers, the sophistication stopped there. The printing, folding, stuffing, mailing, and tracking down that followed each waiver's creation took substantial time. Subcontractors had no due process to follow when it came to completing and returning waivers. Some waivers were wet-signed and mailed back, others were scanned and sent via email, and few more were dropped off by hand. The various delivery methods made managing waivers an uphill battle, making organization nearly impossible. When the time came to make draws from the bank, locating the proper documentation to share with their financial organization proved time consuming and costly. It could take up to a week to compile the documentation the bank required before they would disburse the next round of funds.

### The Solution

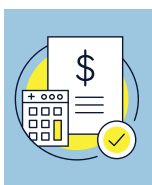
Interested in a tool that could improve organization and alleviate the growing pains they were feeling, Genesis Homes turned to Built to improve the lien waiver process. As QuickBooks users, they were thrilled at the prospect of syncing Built with a program they already used, to make lien waiver creation even simpler. With no real legacy system to contend with, setting up Built in their systems proved fast and simple. In next to no time, Genesis Homes was able to slash the time they'd previously spent on documentation.

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## The Results

While Genesis Homes gained greater peace of mind as far as maintaining visibility over compliance documents and payments goes, the biggest win came from improved efficiency in regards to gathering documentation necessary to make bank draws. Prior to Built, it took the company an entire week to locate and gather the docs necessary to receive their next round of funding. With Built in their toolbox however, the process was cut down to a single hour. “Time is money,” said Casi Sparks, who manages lien waivers for Genesis Homes. “And we’ve saved a ton of time—and therefore money—by implementing Built.”

As a result of spending less time on lien waiver management, Genesis Homes is able to get approval from their bank more quickly, pay their subcontractors more quickly, and overall complete jobs more quickly so they can exceed their clients’ expectations.



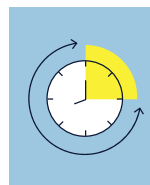
### Valuable Integrations

Streamline processes and make completing lien waivers a snap



### Improved Visibility

Never spend time searching for a specific form again



### Faster Waiver Turnarounds

Both accountability and turnaround times are easily improved