

Customer Stories > Buffington Homes



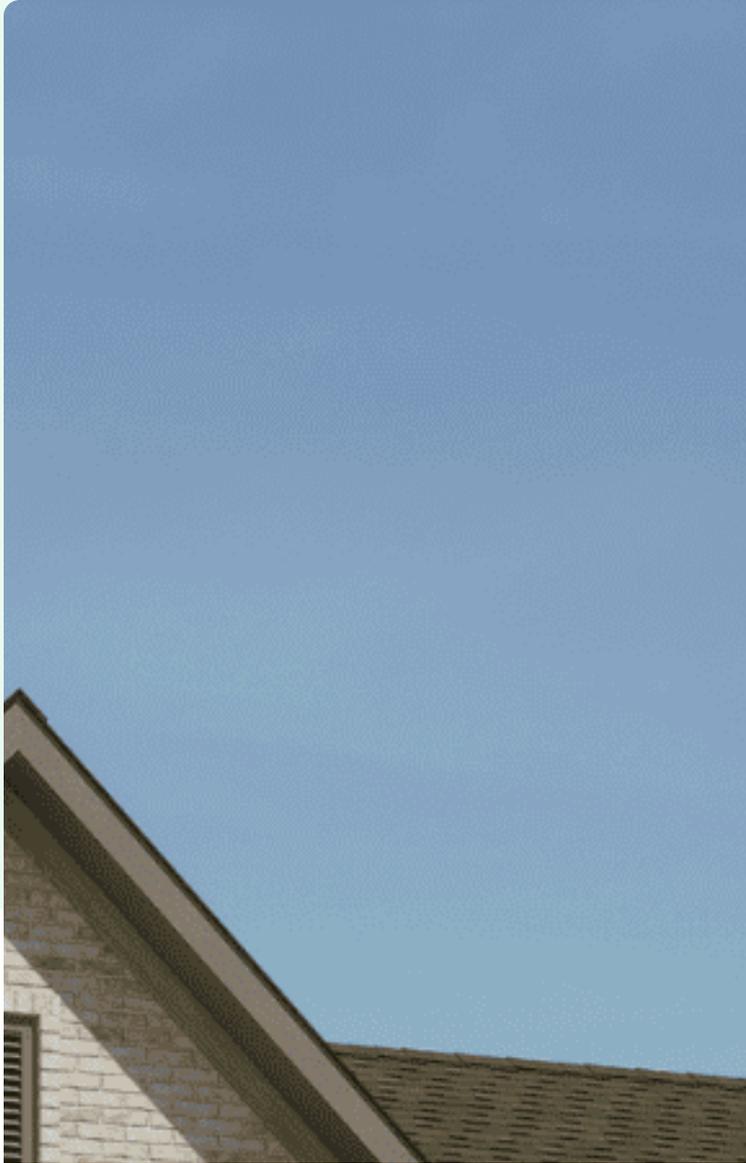
# HOW MARISSA KAISER SCALED OPERATIONS AT BUFFINGTON HOMES WITHOUT ADDING HEADCOUNT

Marissa Kaiser, Process Improvement Specialist at Buffington Homes, helped lead a full digital transformation with Higharc. By bringing drafting, takeoffs, and plan data in-house, she cut weeks off cycle times, reduced costs, and gave every

department a shared source of truth. The result: Buffington Homes scaled its operations with the same, but happier people.

# SCALE

Without  
Increasing  
Headcount

















“ This is where we should have been 20 years ago. We’re able to move at light speed compared to where we were.



**John Foshe**  
Special Projects Coordinator, Buffington Homes

“ As soon as I saw the Higharc demo, I thought, this group has cracked the code.

“ The savings of 15 days in our soft schedule allowed us to start and close 20 more homes than anticipated in 2023, generating over \$10M of additional revenue



**Marissa Kaiser**  
Process Improvement Specialist, Buffington Homes

“ What Higharc is bringing to the table is what customers have been wanting.



“ Completing the rendering and other marketing materials faster than the past means we are launching each of those projects at least two months ahead of when we would have been able to



**Mitch Dalton**  
 Chief  
 Innovation  
 Officer, Core  
 Spaces

People want to see  
 instantaneously what is  
 happening to their floorplan.



**Paul Hans**  
 President  
 Epcor  
 France

**Emily Feagles**  
 Sales  
 Manager, Tim  
 O'Brien  
 Homes



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