

**Teaser**

After 10 years, Asset continues to deliver sustained, scalable support for long-term business success.

**Name/Position**

Kurt Kluznick, President

**Company**

Yardmaster, Inc. is a locally owned and operated landscape architectural design build, and maintenance firm in Painesville, Ohio that grew from modest beginnings in 1971.

**Situation**

The company began looking for a new business software solution when the makers of their then current system forced customers to continuously upgrade both hardware and software to maintain system performance. Impressed with Asset's power, flexibility, and fully integrated architecture, Yardmaster, Inc. purchased the system in 1994.

**How We Helped**

"We knew that whatever we bought had to be fully integrated. Asset was the only solution that offered that," said Kurt Kluznick, President of Yardmaster, Inc. "We were buying software on trust, and we felt confident that we could trust the people at Include Software."

Because of Asset's flexible design, the company was able to upgrade their systems without changing their business processes. This alone saved the company significant time and money. In addition, they were able to eliminate the various spreadsheets used within the organization, which streamlined information flow and significantly decreased data inconsistencies and duplication.

**Results**

After 10 years, Asset continues to deliver sustained, scalable support that has helped Yardmaster, Inc. achieve an average 10% annual growth rate. And, while the company has grown to include five locations, a 40 acre nursery, and a mechanics shop, Asset has made it possible for administrative costs to remain steady. "We haven't had to hire any administrative staff," Mr. Kluznick confirms. "Even the mechanics use it to enter PO's."

In addition, the open-minded philosophy at Include Software has helped ensure that Asset continues to meet the needs of Yardmaster, Inc. "[Their] willingness to listen to feedback and incorporate changes into the product is impressive. I would recommend Include Software to anyone looking for a system they can stick with."