

# **NEWS RELEASE**

**For information:** Wayne Newitts, Dexter + Chaney, 800-875-1400;

email: [wnewitts@dexterchaney.com](mailto:wnewitts@dexterchaney.com)

Andy Holtmann, Dexter + Chaney, 206-777-6831;

email: [aholtmann@dexterchaney.com](mailto:aholtmann@dexterchaney.com)

## **ALEXANDER METALS, INC. TABS DEXTER + CHANEY'S SPECTRUM® CONSTRUCTION SOFTWARE TO REPLACE OUTDATED SOLUTION, SCALE FUTURE GROWTH**

**SEATTLE, May 10, 2016:** Looking for a construction software package to fuel its long-term growth strategies, Nashville, Tenn.-based Alexander Metals, Inc. selected Dexter + Chaney's Spectrum® Construction Software to replace its outdated software. Dexter + Chaney, the leader in cloud-based construction ERP software, presented Alexander Metals with a scalable path for future growth, said the company's Controller, Todd Hyams.

"We see a path with Spectrum where we may never have to change software packages again," Hyams said. "Spectrum's web-based design and how Dexter + Chaney scales its product developments, it will grow with us and be able to handle whatever our needs may be when they arise. That gives us a great feeling and it's one of the biggest reasons we chose this product."

Hyams said his company's previous software, Maxwell Management Suite, was no longer being supported, forcing Alexander Metals to look at other packages. Hyams said functionality it did not have, such as strong project management component and remote payroll capabilities was another pain point—one that Spectrum solved.

"Spectrum had all of the functionality we were looking for," he said. "And one of the first things we noticed was how easy to use and user friendly it was, with a clean interface and simple navigation throughout the software. It made for a very appealing software package for us."

A diversified commercial subcontractor going on 25 years in business, Alexander Metals specialize in the promotion, sales, fabrication and installation of architectural building products. Hyams said the company chiefly works on the "envelope" of buildings, building panels, siding, windows, canopies and more. Each year, the company has enjoyed steady growth, and Hyams

noted that the company needed a good construction management platform in order to effectively manage that growth.

“We knew that we could meet all of Alexander Metals needs to support its growing operations and we’re thrilled to have them as a new client,” said Dexter + Chaney President Norbert Orth. “Partnering with our clients, working directly with them, and listening to their needs has helped influence our software development over the years, and if we can grow with our clients, that makes for a successful relationship.”

Hyams added that both Dexter + Chaney and its business partner, CDP, Inc. were a pleasure to work with during the software search, taking the time to understand the nature of Alexander Metal’s business, what the company’s executives hoped to accomplish, and how best to address its software needs.

“Like with any software search, I was dreading the process going in, but I quickly felt comfortable with the folks at Dexter + Chaney,” Hyams said. “And I absolutely fell in love with the software after the first demo. It has me excited about our future.”

---

### **About Alexander Metals, Inc.:**

Founded in 1992 and privately owned by Alec T. Estes, Alexander Metals, Inc. is a diversified commercial subcontractor specializing in the promotion, sales, fabrication and installation of architectural building products. Our strength is our people and our commitment to providing the best possible products and service to meet the needs of our customers. Steady growth from 1992 can be attributed to a highly experienced and professional staff. Key salesmen, project managers and supervisors with years of industry service are committed to building the business. We are leaders in the industry with strong banking and bonding capabilities allowing Alexander Metals Inc. to pursue projects of any size. Our relationships with the leading manufacturers, suppliers and vendors in our industry ensure competitive pricing, commitments to schedules, and superior quality that our customers deserve. For more, visit: [www.alexandermetalsinc.com](http://www.alexandermetalsinc.com).

### **About Dexter + Chaney:**

Dexter + Chaney is the leader in cloud-based construction ERP software and developer of [Spectrum® Construction Software](#). The company has been providing complete construction management software for more than 35 years. From the office to the field, from accounting to project management, Dexter + Chaney software is used by more than 1,100 companies. Their clients come from all segments of the industry—heavy/highway and utility, general contractors, electrical, mechanical, and specialty subcontractors—and are companies of all sizes, from locally owned subcontractors to some of the world’s largest construction firms. Dexter + Chaney’s web-

based software applications allow customers to get work done anywhere using any device with a web browser and without the need to download any software. For more information about Dexter + Chaney's products and services, contact Wayne Newitts, Marketing Director, Dexter + Chaney, 9700 Lake City Way NE, Seattle, WA, 98115-2347; phone: 800-875-1400; e-mail: [info@dexterchaney.com](mailto:info@dexterchaney.com); web: [www.dexterchaney.com](http://www.dexterchaney.com).