Understanding software for your roofing business is really about understanding the right questions to ask. Here are some important questions that can help you determine which Customer Relations Management software or Project Management software will be best for your business.

1. **How will a CRM or project management software help with my business processes and will the increased organization potentially postpone the need to hire more employees?**
   If you expect a substantial growth in the amount of jobs/customers and possibly staff, you are going to need a good customer and project management software. Instead of hiring additional office staff, it may improve productivity so that new employees are not necessary. Be sure to ask how the software will fit into your current processes.

2. **How will the software help me improve communications with my team?**
   Many times improved communications comes from using the right tools. Make sure your software allows the team to communicate through the cloud in a way that not only informs but also documents all communications.

3. **How will the software track my goals, projects and financials?**
   If you can't measure it, you can't manage it. Make sure your new software will keep you informed on understanding exactly what your company did last week, last month or last year.

4. **Will I be able to spend more time away from the office but still be aware of what is happening by using the software?**
   Whether working in the field with crews, on sales calls or if you simply need some time off, every owner wants to be able to stay in touch with their office, sales team and production. Make sure the software offers easy updates, alerts and the ability to review production, sales and financials by using the cloud.

5. **How will this help me beat the competition and secure my data?**
   If you sense your competition is advancing in the market place, chances are they are using a strong customer and project management software system. Those contractors who are not utilizing software and the cloud are falling behind the competition and often opening themselves up to having current employees potentially misuse information. By proactively selecting a strong software, you will put your company ahead of the competition and secure the data.

It is time to look to the cloud, to Contractor's Cloud for the answers you need to grow your business.