

INTERIOR DESIGN CLIENTS

Since 1996, Joe Vangsness has helped many types of interior designers and design firms:

- Residential interior designers and firms
- Commercial interior designers and firms
- Office furniture designers and dealers
- Design firms with showrooms
- Designers working from a home office
- Interior design industry suppliers with showrooms

Some examples of projects Joe has completed:

- For a 4 person interior design firm, installed and set up *Design Manager* Professional and trained their staff.
- For a 5 person interior design firm, installed and set up *Design Manager* Professional and converted them from QuickBooks and trained their staff.
- For a design firm with a showroom, installed and set up *Design Manager* Professional. Converted data from their network accounting software to *Design Manager* easing their transition. Trained the staff.
- For an office furniture dealer, installed and set up *Design Manager* Professional and trained the staff.
- For a commercial interior design firm, trained a new bookkeeper.
- Converted a design industry supplier from *Design Manager* 2000 to *Design Manager* Professional.

BIOGRAPHICAL INFORMATION

Joe Vangsness began consulting in 1990 after several years developing software in the corporate world.

Positions

- Programmer
- Systems Analyst
- Systems Project Manager
- Software Development Manager
- Information Systems Director
- Director of Strategic Planning

Corporate Experience

- Union Carbide Corporation
- Time, Inc.
- United States Gypsum Company
- Board of Trade Clearing Corporation

Education

- University of Illinois • B.S. in Management
- University of Pittsburgh • Grad. Business School
- University of Chicago • Grad. Business School
- Columbia College • Certificate in Web Design
- Truman College • Certificate in Web Design
- University of Chicago • Continuing Education Internet Marketing Strategy

Involvement

- Chicago Computer Society • Director - Region I
- Downtown Computer Club • Coordinator

Teaching Experience

- DePaul University • School of Business
- DePaul University • Grad. School of Business
- Triton College • Computer Information Systems
- Purdue University Calumet • Entrepreneurship Center

***Making Information Technology
Work for Interior Designers***

Vangsness Consulting Inc.

BUSINESS & TECHNOLOGY CONSULTANTS

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Issues Facing Interior Designers

Joe Vangsness has worked with interior design firms since 1996 helping them use interior design project management software to manage their business.

Interior designers face many challenges:

- Need to manage paperwork and accounting flawlessly.
- Need to communicate effectively with clients, vendors, and freight companies.
- Competitive pressure from newcomers entering the field.
- Design sources now selling directly to the client.
- Need to bill for design time.

Software Solutions for Interior Designers

Many designers have used software to help them manage their projects and accounting needs. The most common solutions include:

- Use general purpose accounting software like Quicken or QuickBooks.
- Use a combination of word processing and accounting software.
- Use software developed specifically for the interior business like *Design Manager*.

Interior design project management software offers the interior designer a big advantage over general purpose software because it handles all of the unique characteristics of design specifications and the accounting.

It gives the designer a business process geared to the unique aspects of the interior design business. There are three interior design software products that are well established, and a few new ones have arrived on the scene recently.

Joe has worked with two of the three established products and prefers *Design Manager*.

How Joe Vangsness Can Help

Joe will review your current process, issues and needs and recommend a solution that fits your situation.

The solution will include:

- Specific *Design Manager* software modules and options.
- Improved business process based on using the system.
- Documentation for each person using the system.
- Training of the designer and staff.
- Continued support.

The Benefits

Clients have reported a number of benefits through the effective use of *Design Manager*, including:

- Improved communications with their clients and vendors.
- Fewer errors and lower operational costs.
- Improved employee performance.
- Improved profitability.
- Better information to manage the business.

Services for Interior Designers

Joe offers these services:

- System review and needs analysis.
- Installation, setup, and training for design firms new to *Design Manager*.
- Install and integrate *Design Manager* software upgrades.
- Train new staff members.
- Solve problems.
- Train the staff in how to use *Design Manager* to manage design projects effectively.
- Custom reports of *Design Manager* data using Crystal Reports.

Why Choose *Design Manager*

- Franklin-Potter has been in business since 1984 and has an established and loyal client base.
- *Design Manager* is upgraded regularly based on input from their clients.
- The software design is straightforward and easy to navigate.
- They offer two versions: Standard Edition and Professional Edition with two price points.
- Each version has several optional modules so you can obtain just the functionality you need without paying for something you won't use.
- Integration with Microsoft Office.
- Excellent documentation and technical support.

Why Joe Vangsness for Interior Designers

- Helping small businesses use information technology since 1990.
- Helping interior designers since 1996.
- Experience with designing improved business processes using *Design Manager* and other interior design software.
- Focused on your specific issues and needs.
- Industry Partner of the American Society of Interior Designers.

More Information & Resources

American Society of Interior Designers
www.asid.org

ASID Illinois Chapter
www.asidillinois.com

International Interior Design Association
www.iida.org

Design Manager from Franklin-Potter
www.designmanager.com