



A Decade-Long Relationship Built on Trust

David Weekley Homes, one of the largest privately held home builders in America, builds award-winning homes across 13 states and 19 cities. One secret to their success is an ability to evolve and stay current in a technology landscape that is vastly different than when the company began in 1976.

Contributing to that capability is a relationship that has been built up over 10 years between the leadership at David Weekley Homes and Simpat Tech. The home builder relies on Simpat Tech to provide technology vision, aptitude, and implementation. The partnership frees up the builder's internal team's time and focus.

“It’s all about trust. I’ve worked with them a long time and I trust them.”

Deran Schilling, David Weekley Homes

READY SUPPLY OF EXPERTISE

Daren Schilling, Director of Application Development at David Weekley Homes, said that Simpat Tech is a trusted partner with a solid understanding of the builder's business and technology. They ensure that David Weekley Homes' systems across the customer journey are proactively and expertly maintained and supported with little oversight from the internal development team.

Antonio Monge, Lead Consultant with Simpat Tech, describes what they provide to David Weekley Homes as team enlargement. “They have their technical development team, and we are an extension of their team,” Monge says.

Simpat Tech provides technical implementation, Tier 2 and 3 customer support, as well as management functions including project management and quality assurance. “We don't just carry out orders to implement things, we analyze problems, provide proactive solutions, offer feedback – and sometimes pushback,” Monge admits.



THOUGHTFUL,
SKILLED
SUPPORT

This consultative approach is a consistent value-add that Simpat Tech offers. IT team members at David Weekley Homes say that they appreciate the kind of expertise Simpat Tech brings to the table, hiring only senior people who can collaborate and communicate well without being micromanaged. And clients benefit from supplemental development efforts that get projects across the line cost effectively without language barriers or time zone disruptions.

At one point in recent years, when another vendor failed to deliver as promised, David Weekley Homes handed a highly visible, mission-critical, time-sensitive IT project over to Simpat Tech. "Within a tight timeline, we made the impossible possible for them," Monge said.

"It's all about trust. I've worked with them a long time and I trust them," Schilling says. "I know their leadership will always do the right thing. If there ever is any problem we have, we can talk to them and address it right away."

“ I know Simpat
Tech leadership **will always
do the right thing.** ”

Deran Schilling, David Weekley Homes



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